

THE NATIONAL

2, 1960

Peters Packages Thirty-three
Purveyors Join in Workshop
Meat Promotion Need Is Great
The Meat Trail

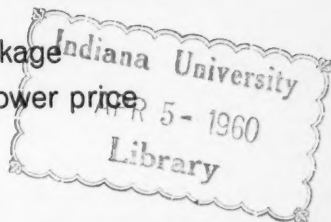
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Provisioner

LEADING PUBLICATION IN THE MEAT PACKING AND ALLIED INDUSTRIES SINCE 1891

3 ways to win the Brand battle

- ① Design a smarter package
- ② Sell your product at a lower price
- ③ Make a better product



Any one of the methods mentioned above will help you *attract* customers to your brand.

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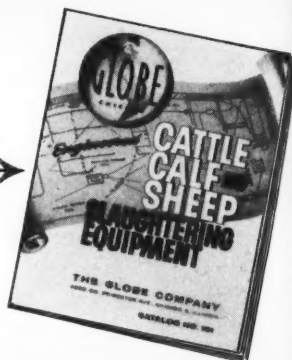
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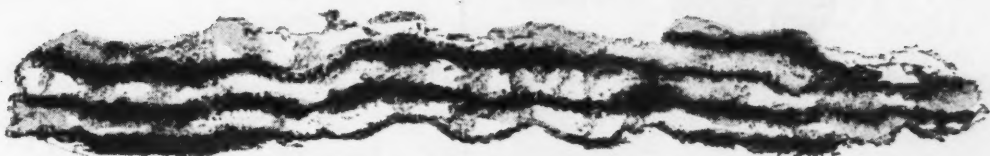
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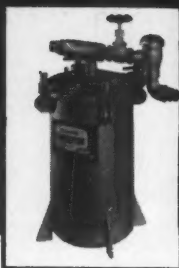
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VOLUME 142 APRIL 2, 1960 NUMBER 14



THE NATIONAL Provisioner

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THE NATIONAL PROVISIONER, APRIL 2, 1960



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The Mepaco mold will handle any size . . . from two or three very small hams up to large of 22 lbs. green weight. Use green hams of the lowest price, regardless of size.

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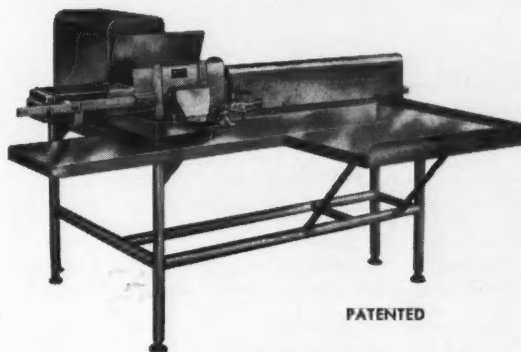
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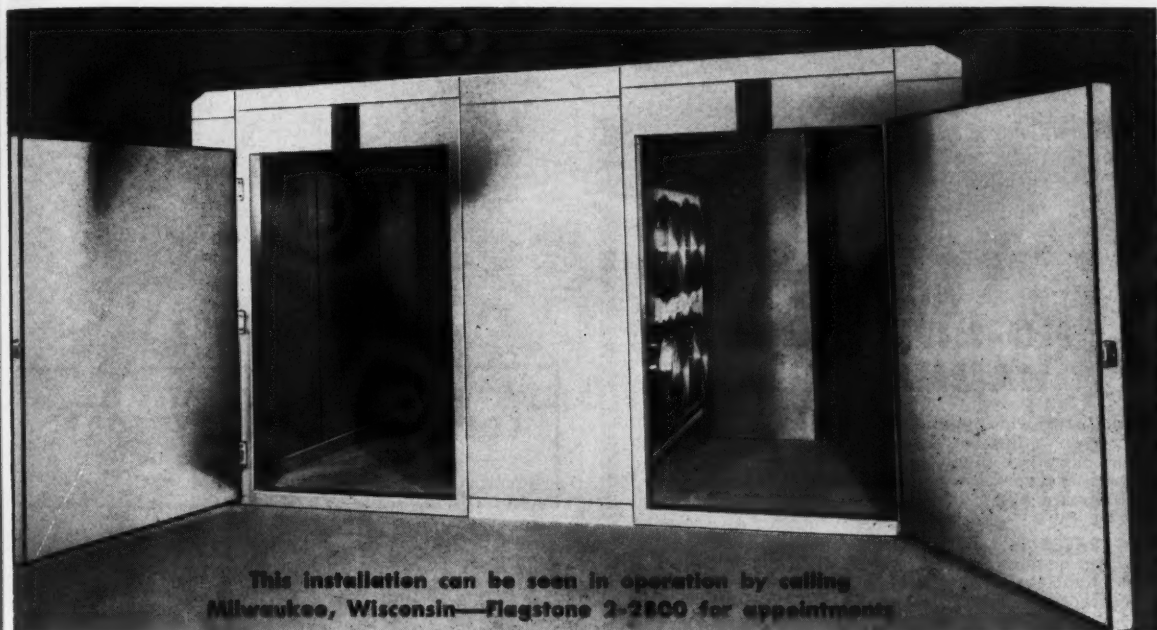
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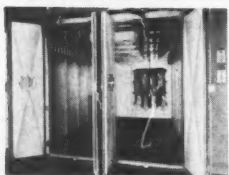
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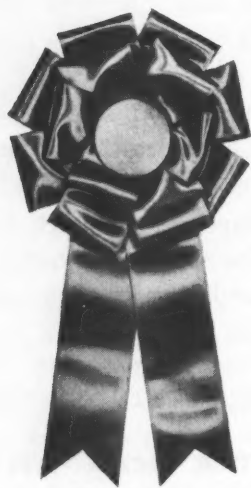
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Who's the largest exclusive meat casing manufacturer?

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PROVISIONER

April 2, 1960

VOLUME 142 NO. 14

The Industry's Service

(Reprinted from the NP of July 17, 1954.)

The PROVISIONER'S DAILY MARKET AND NEWS SERVICE has been variously described by the uninformed as a "buyers' sheet," a "sellers' report," a "big packer publication" and a "small packer report."

As a matter of fact it is none of these; it is an independent price reporting service for the entire meat industry. The DMS is owned and operated by The National Provisioner, Inc., and no part of that corporation is owned or controlled by any organization or group in the meat field.

The "yellow sheet" has never served the interests of one segment of the industry; instead, it has endeavored to supply all with the impartial and accurate information so vital to intelligent operation and informed competition. We believe its growth in a quarter of a century from a handful of subscribers to a national industry-wide readership constitutes good proof that the publication has given its readers what they paid their dollars for—accurate and unbiased market facts.

The degree to which a market report is "representative" depends on one factor other than the efforts of its staff. This is the factor of cooperation by buyers, sellers, brokers and others in supplying the editors with honest information about the transactions which take place hourly and daily. Happily, most of the principals in the meat business do recognize the overall value of mutual cooperation and do volunteer the facts or make them available to DMS staff members.

In closing this series of editorials, we repeat a statement from last week's installment:

As a thermometer measures the temperature, so does the DMS reflect the price levels; it's up to the reader to use the information to his best advantage.

News and Views

Protests From cattlemen have caused two Congressmen to change their minds about the wisdom of curtailing direct buying of livestock, but they still want to bar large food chains from the meat packing business and packers from the retail food business. Amended bills introduced by Rep. James Roosevelt (D-Cal.) and Rep. George S. McGovern (D-S.D.) as HR-11314 and HR-11316, respectively, strike from their earlier measures (HR-9897 and HR-10682) the section that would have required producers selling more than \$100,000 yearly in livestock or purchasers buying more than \$1,000,000 yearly to carry on their livestock-for-slaughter transactions through public competitive bidding. "Several livestock producers in my state have pointed out to me that this second (deleted) section of the bill might interfere with essential market operations for both producers and purchasers of livestock," Rep. McGovern explained. Like the earlier measures, the amended bills would make it illegal for food retailers doing an annual business of more than \$10,000,000 to engage in meat packing and also would make it illegal for meat packers doing a business of more than \$10,000,000 yearly to engage in retail selling. The proposed legislation has been referred to the agriculture committee.

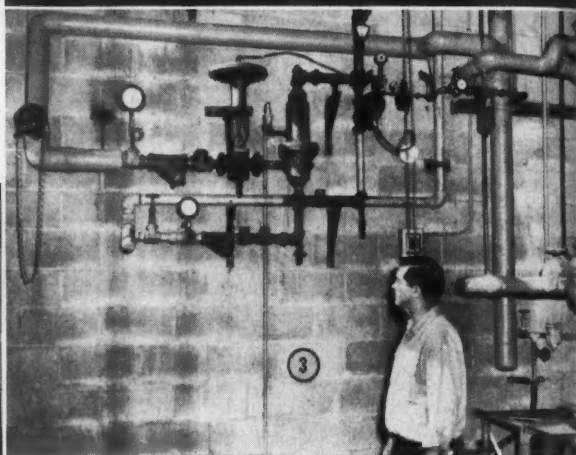
In other legislative action that could affect the meat packing industry, a new bill (HR-11404) to provide incentives for farmers to market lightweight hogs was introduced by Rep. Randall S. Harmon (D-Ind.). The measure would assure producers a floor price of \$16 per cwt. for hogs weighing not less than 180 lbs. nor more than 200 lbs., but no incentive payment would be less than \$1 nor more than \$3 per cwt. Total payments would be limited to \$150,000,000 in any calendar year, and payments to a single producer would be limited to \$3,500 a year. The measure is similar to HR-8394, introduced last year by Rep. Earl Hogan (D-Ind.), but would provide a higher base price and some other features eliminated from the Hogan bill following industry protests.

The Full Budget request of \$16,852,000 for the Food and Drug Administration in fiscal 1961 was included in an appropriations bill passed by the House this week and sent to the Senate. The House rejected an amendment offered by Rep. Leonor K. Sullivan (D-Mo.) to provide another \$3,000,000 to expedite enforcement of the Federal Food, Drug and Cosmetic Act, including the Food Additives Amendment, to modernize FDA district offices and to increase the agency's studies of radioactivity. The amount approved by the House represents an increase of \$3,052,000 over the fiscal 1960 appropriation. In recommending passage, the House appropriations committee late last week called for the establishment of a new advisory group to re-evaluate FDA needs in the light of recent developments and expansion of responsibility.

Night Sales of fresh meat moved a step closer in Chicago this week after a 10-year union ban as the U. S. Supreme Court refused to consider an appeal by the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO, in an anti-trust action by Jewel Tea Co. The high court remanded the case to the U. S. District Court in Chicago for trial on the merits. Jewel charges that a conspiracy exists between the union's Chicago locals and the Associated Food Retailers to prohibit the sale of fresh meat before 9 a.m. and after 6 p.m. and that Jewel has been forced to embody the ban in its contracts. The District Court, upheld by an appellate court, ruled that the setting of marketing hours is the exclusive right of an employer and labor is not immune from antitrust laws if it attempts to infringe in that field.



Building Program Doubles Kitchen's Processing Potential



1. New plant addition below billboard sign houses enlarged packaging department. 2. Driver-salesman loads large stick item into truck. 3. Earl St. Sauver, chief engineer, checks temperature gauges on hot water conversion system. 4. H. P. Reissner, purchasing agent, and St. Sauver examine bacterial lamp for packaging room.

WITHIN the past year, Peters Meat Products, Inc., St. Paul, a leading independent sausage kitchen, completed a major building and refurbishing program which virtually doubled its total plant area and increased significantly the productive potential of its manufacturing and packaging operations.

The added space permitted management to reorganize the flow of product to minimize backtracking and/or needless temporary storage and handling. Consequently, the new area has more than doubled the processing potential since the efficiency of the operation has been increased by about 20 per cent, according to William R. Peters, vice president, production.

The firm installed new manufacturing, processing and packaging equipment, along with added cooler facilities, that provide it with greater flexibility in its fresh meat purchasing, says R. E. Peters, president. The new coolers also have enabled the firm to organize its product flow in an approximate straight line.

The new coolers and off-the-street unloading dock occupy one side of the new building. In the center are the enlarged manufacturing and packaging departments and the other side contains the cooler in which finished goods are stored on conveyor racks, order assembly room and shipping dock.

From packaging stations to order assembly room, the product moves continuously on live conveyor systems. One of the new coolers is a six-car capacity freezer operated at -20° F. The temperate cooler, held at 36° F., has a like capacity.

LATEST TECHNIQUES: In rearranging its manufacturing room, the firm relocated various grinders, emulsifiers and mixers in a manner that lessened the distance the product must be moved between units. The firm has three emulsifying machines, two grinders and a large-capacity mixer. This equipment will be arranged further to permit management to take advantage of the latest handling techniques.

The first rearrangement of equipment components demonstrated what

could be achieved with a methods study in the manufacturing department; the second move will exploit these potentials to the maximum, W. R. Peters explains.

The volume of meat manufactured at the plant, which has six stuffers, justifies employment of a spice room operator who prepares the various spice blends as they are needed for emulsifying and/or mixing operations.

In its refurbishing program, management moved this room to the second-floor level, away from the moisture-laden atmosphere of the first-floor manufacturing rooms. This simple move assures a free flow of the various seasonings and spices used. Equally important, it assures a uniformity of flavoring level because weight values are not affected by absorbed moisture, William Peters observes.

A roller-type gravity conveyor connects the spice room with the emulsifying machine station.

At the beginning of each day, the spice room operator gets an order sheet listing the various types of

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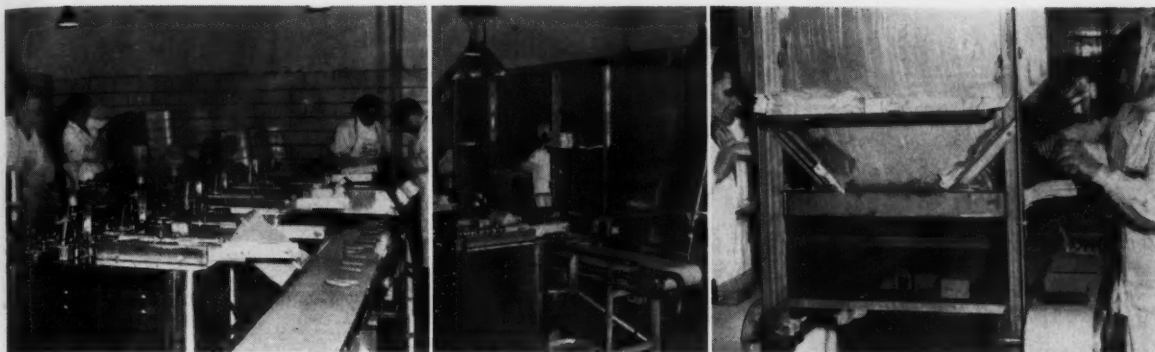
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LEFT: Battery of peelers discharges links on wide belt conveyor that carries them past two inspectors. CENTER: Peeled links are conveyed and discharged into these

central stainless steel holding bins. RIGHT: Runaround mandrel-equipped packaging conveyor is located at base of each bin at Peters sausage kitchen in St. Paul, Minn.

seasoning batches which must be prepared for that day's operation. This is listed in the production sequence. She blends the seasoning batches, places them in paper bags, marks the types of seasoning contained (such as regular frankfurter, liver sausage, etc.) and places these bags in an aluminum tote box which travels on the conveyor to the emulsifying station.

UNIFORM BLENDING: The markings on the paper bag, plus the visible texture and olfactory values of the seasonings, assure proper usage. Paper bags are used for each seasoning batch because they allow the emulsifying machine operator to blend the seasoning more uniformly into the meat as the bowl of the machine rotates.

Another advantage of the arrangement is the elimination of the hurried and often incorrect blending that takes place when the sausage maker, who is charged with the responsibility, tries to blend the seasonings between his various operations, says William Peters.

In the spice room, the drums of different material are placed on tracked, roller-type frames. If the

operator wants some of the material, she pulls the frame into the aisle, removes the quantity needed and pushes the material back in place under the shelving that holds smaller lots of specialized seasonings. The receiving personnel place the drum into position for the female spice room operator.

As a fill-in operation, the operator also helps in making the first tie on

larger casings of the cellulose type.

In the stuffing room additional stuffers and stuffing tables have been added, increasing the number of stuffers to six. Two of these stuffers stand in a cutout of a stainless steel stuffing table which has overhead electrical connections to six Linker Machine units for linking frankfurters. At the stuffer side of the table, there is a bank of four spraying units that are shut off by one valve. This setup, while assuring moist strands for linking sausage, cuts down on valve maintenance, Earl St. Sauver, chief plant engineer, notes.

The table also is used for linking larger items in animal casings, such as ring bologna. Another table, which is used for stuffing smaller link items like pork sausage, is equipped with an electric casing threader and a Famco linking machine.

SMOKEHOUSES: In the processing department, management added several fully automatic smokehouses, bringing the total number to 19 units, and two new Meat Packers Equipment Co. smoke generators.

In the new cook room the firm has installed three stainless steel,

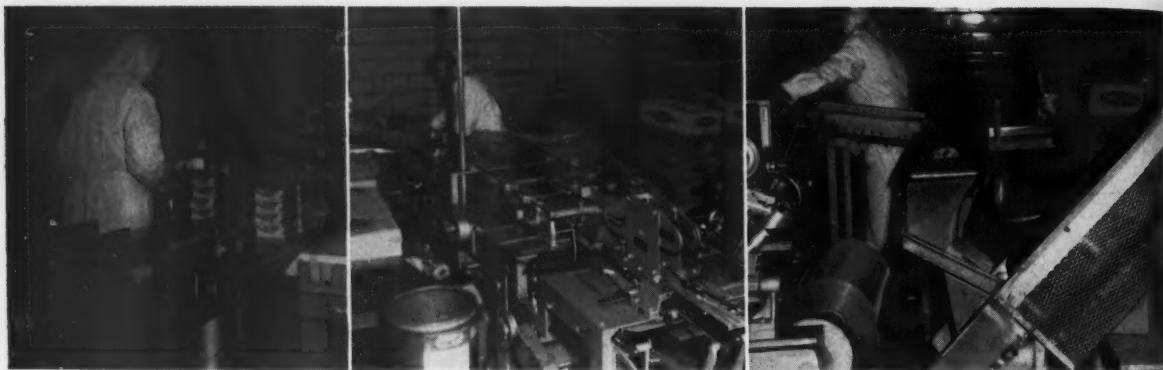


R. E. PETERS, president, scans mail received in response to a recent promotional program on local television.

LEFT: William R. Peters (left), vice president, production, and Ralph Peters, vice president, public relations, examine product in film pouches. RIGHT: Looking at artist's sketch

of conference room in new office section are (l. to r.): G. A. Stoven, secretary; J. L. Kramer, treasurer, and H. P. Reissner, purchasing agent for the Peters company.





LEFT: Electronic unit checkweighs formed packages before they pass to overwrapping machine. CENTER: Operator in slot feeds frankfurter packages from two conveyor

systems into infeed of overwrapping machines. RIGHT: Packages discharged by overwrapping machines move by means of conveyor to central packoff station in plant.

steam-jacketed, tilt-type Groen cookers. These cookers have a spout-type discharge and are tilted by a low-g geared hand crank which allows the operator to control the flow of cooked product closely. These units virtually eliminate the risk of splashing or spilling, according to H. P. Reissner, purchasing agent.

A new animal-casing cleaning room, with appropriate stainless steel flushing tables, also has been added in the new building. The entire manufacturing area of the new addition is tiled to ceiling height for easy sanitizing.

The new packaging department, which is tiled to splash height, features an optimum utilization of conveyorized product handling.

For manufacturing skinless wieners, the firm has a battery of five Linker Machine peelers which are attended by two operators. Short take-away conveyor extensions carry the peeled links to a wide belt conveyor servicing the battery of peeling machines.

Two operators check the link flow for perfect peels and other quality factors. Acceptable links

then fall onto a drag-type incline conveyor that deposits them on another transverse belt conveyor. This unit feeds into one of three large stainless steel holding bins. With a shunting unit, the flow can be directed toward either one of the first two bins; the conveyor terminates at the third. These bins hold the various link items, including smoke roasties, a skinless smoked pork sausage.

BOLTED MANDRELS: The bottom of the bins is Y-shaped, with a cutaway spill-out that has an extending ledge for holding packaging material. On either side of the bin and directly below the ledge is a run-around belt conveyor to which mandrels are bolted.

In the packaging operation, one operator places a collar-type carton on the mandrel and lays down the first row of links. The second operator puts in the top row of links and locks the collar with its pre-cut wing-type lock.

The belt discharges the package on another conveyor that carries it to the checkweighing station where an Exact Weight Selectro

electronic scale passes units with the correct weight and directs those that are either over- or underweight to a manual make-weight station.

Depending on how effective the processing controls are, either one or two operators are needed to make weight. The electronic scale records the number of units in each category, providing management with a control.

There are several advantages in the bin storage system. It permits both peeling and packaging to operate at an optimum rate. The packagers never lack material for packaging because of lags in machine output. Change-over from one packaging operation to another, such as from 1-lb. to bulk or skinless to smoked roasties, does not necessitate down-time for the peeling machines at the Peters plant since they are producing for storage rather than a line flow.

The system also eliminates manual handling of links in various types of tote boxes.

The system permits a better balance of equipment and man hours.

[Continued on page 36]

LEFT: Slicing machine checkweigher reaches for machine-opened pouch with one hand, while she slides opened pouch on mandrel with other hand. CENTER: Conveyor

belt under sealing headers breaks fall of packaged products as they are discharged from unit. RIGHT: Packaged luncheon meats are placed in display-type container.





Clarence Becker of Becker Meat & Provision Co. (at podium) gets count on question from audience.

Purveyors Untie Some Knots at Workshop

How the symbolic "star" salesman can point the actual salesman in converting his product knowledge into sales-clinching arguments in the eyes of the buyer; how to prevent coffee breaks from becoming extended free periods; when to determine a sales trainee's potential as a profit-producing salesman, and what system of cost accounting a purveyor should adopt—these were some of the topics discussed last weekend at the third annual management workshop sponsored by the National Association of Hotel and Restaurant Meat Purveyors. The conference was held at the Drake Hotel, Chicago, and was attended by 162 purveyors representing 66 member companies from 20 states and provinces. Michigan had the largest contingent of 20 members.

Dr. William B. Logan, director of distributive education, Ohio State

University, Columbus, conducted Saturday's class on sales training. The session featured audience participation and included completion of work sheets during the course of the class period.

In any company, and especially in a small organization where the responsibility cannot be delegated, training salesmen is management's responsibility. The company owner or president must perform this task if he cannot hire professional talent, according to Logan. He outlined some proved teaching techniques and demonstrated the effectiveness of the three methods of teaching i.e., telling, showing and demonstrating.

FIVE POINTED: Dr. Logan introduced the "star" salesman—product knowledge—and said that the five points of the star the meat salesman should know are: 1) The product's material and construction;

2) Operation by which it is made; 3) Brand name; 4) Care, and 5) Cost of the product.

A team consisting of John Gaydos, general sales manager, Grill Meats, Inc., Sandusky, and Jerry Vice of Martin's Grill Meats Inc., East Gadsen, Ala., demonstrated how the five points can be translated into buyer benefits. In his discussion Gaydos brought out the five points with regard to a new 5-lb. foil-wrapped frozen meat loaf:

1. The loaf is made from a uniform blend of pork, beef and veal with toasted bread crumbs added; the public feeder is assured of uniform quality and ready acceptance by the consumer.

2. The loaf is blended by a special method and is hand-molded to prevent crumbling in slicing.

3. Grill Meats is a leader in developing satisfactory products for the public feeder.

4. The loaf's shape and package



MEMBERS of 1960 convention program committee evaluate proposed topics. Members are Joseph Madine, George Schaefer & Sons, Inc.; Vern Olmstead, Armour and Company; George Shenson, committee chairman, H. Shenson; Clarence Becker, Becker Meat & Provision Co.; Ellard Pfaelzer, jr., Pfaelzer Brothers, Inc.; Harry Rudnick, NAHRMP, Chicago; James Smith, Ottman and Co.; Stanley Feldman Rueckert Meat Co., and Murry Mendelson, Murry's Steaks, Inc.

permit its use with the simplest of cooking equipment. A shallow pan with water can be employed to heat the loaf. The counter type of public feeder can use this item to expand the variety on his menu.

5. The item is priced so that the school lunch room can serve 2 oz. at a cost of 7¢. The meat formula, the foil package and the shallow pan cooking technique will hold the shrink to under 12 oz. for the 5-lb. loaf, assuring a maximum amount of salable product.

Vice then brought out the point that the salesman should be re-

Don Mills, Ontario; Alvin Brengartner, controller, Grill Meats, Inc., Sandusky, and Eric Heilbron, comptroller, Pfaelzer Brothers, Inc., Chicago, reviewed accounting requirements for a meat purveying firm. It was agreed that a cost system is not a magic formula for producing profits; each must be tailored to the specific needs of a particular company. Either too much or too little cost information can have an adverse effect on profits.

Bob Kelly, comptroller of Samuel M. Gertman Co., Inc., Boston, said that the practice of assuming that

company is exploring the possibility of using a National Cash Register tape system for sales analysis. This tape is taken from the ledger posting machine and sent to the business machinery firm for any type of analysis desired on a fee basis.

When some members questioned the need for a statistician in a purveying plant, Urban Patman of Urban N. Patman, Inc., Los Angeles, reported that his company now maintains a perpetual daily inventory on all products. The cost of maintaining this record is trivial compared with the product leakage it prevents. There are 28 cost centers in the plant and "cost of goods sold" and profits are computed daily. Patman said that this control on operations permits him to devote more time to management and sales.

Results of a cost study dealing with the production of veal cutlets amazed the Pfaelzer Company when it was found that the labor cost from receipt of material to placing the packaged items in the storage freezer amounted to 55¢ per pound, said Ellard Pfaelzer, jr. Part of this expense is attributable to the tedious knife work required to remove the membrane from boneless veal legs.

Incoming raw materials should always be checked on a continuous basis for yield, according to Patman. Some rough loins will yield a



SYLLABUS supplied for the conference is checked by Sam Stein, conference arrangements chairman, Grill Meats, Inc., Sandusky; Joseph Madine, association president, George Schaefer & Sons, Inc., New York, N.Y., and Harry Rudnick, association secretary-treasurer, Chicago.

quired to repeat the message of the sales demonstrator because by putting words in his mouth the instructor makes them an important part of his thinking.

The "star" system should be followed for every new product introduced by a firm so the practice of converting product knowledge into benefits for the buyer becomes a habit with the salesman. Arming the salesman with facts also overcomes one of the roadblocks to selling—the fear of getting a negative reply from the customer.

"New" and "different" are magic words in selling since they give the salesman something to talk about. Each firm should try to develop new items or change the older ones with a new package, etc.

Texts on salesmanship are an excellent aid in sales training since they have the authenticity of the printed word and expert opinion. The members were given the text, "Store Salesmanship," by Dr. Logan.

Logan asserted that a sales meeting should be held only when there is a reason for it and should not be convoked just because it is scheduled. It should not be held at the end of the work day when the men are too tired to think.

COSTS: An accounting panel consisting of Armin Spoo, secretary-treasurer Vaunclair Purveyors, Ltd.,

the salesman with the greatest sales volume was paying his way had been proved false in his own company's

MEMBERS of the accounting panel included Alvin Brengartner of Grill Meats, Inc., Sandusky, Ohio; Eric Heilbron, Pfaelzer Brothers, Inc., Chicago, and Armin Spoo, Vaunclair Purveyors, Ltd., Don Mills, Ontario, Canada.

experience. Too often management uses gross profit—the difference between the "cost of goods sold" and "net sales"—as a criterion of profit direction.

Management should start to use the more realistic measure of the "cost of goods manufactured," according to Spoo. Moreover, since the industry is moving more into manufacturing and packaging, the profit on the sales dollar is less meaningful than the profit made on total investment, he added.

Mel Penner, Penner Provision Co., Pittsburgh, said that his com-

strip of 32 per cent and others of 34 per cent. He emphasized that he wants to know who supplies him with the 34 per cent primal cut.

The purveyor's "bull session," under the leadership of Clarence Becker, Becker Meat & Provision Co., Milwaukee, covered a wide range of topics.

EMPLOYEES: Some purveyors expressed annoyance over the employees' tendency to extend the coffee break from the prescribed 10 to 15 minutes to 25 or 30. Several suggestions were made for controlling this situation. In one plant the time



clock is set to ring a bell at the beginning and end of the break periods; in several establishments the employees punch in and out for the coffee break, and in others coffee time is plant-wide and management can maintain a visual control. Some plants stagger the coffee break time within the gangs so that all can function at a reduced pace.

How long do you keep a new sales trainee on the payroll before you decide whether he will make a good salesman? Some firms decide after four weeks and some wait as long as six months.

Paul Dooley, Dooley Provision Co., Buffalo, said that he tries to hire salesmen with cooking or other experience in public feeding, as well as sales ability and product knowledge. Every man hired for sales

visual shallow clothing lockers. The laundry man carries a master key and replaces the soiled with clean clothing. If there is no soiled clothing in the locker, no clean material is left there.

James Smith said the salesmen of Ottman and Co., New York City, are required to make a periodic "new-prospect calls" report.

The purveyors look with disfavor on the efforts of the U. S. Department of Agriculture to push certification service. One member said that the way to stop the demand for this service from expanding is to pass on to the customer who wants it the added 5¢ to 6¢ per lb. cost.

Using a new mechanical knife developed by the Jarvis Corp., a loin shell can be boned mechanically with the following advantages:



Dr. WILLIAM B. LOGAN, director of distributive education, Ohio State University, Columbus, points to the heart of the "star" salesman plan.

ager of Samuel M. Gertman Co., Inc., said that the technique is in the final stages of perfection.

Several members then commented on equipment developments. One said that his firm now has a multiple patty machine which can produce up to 5,000 lbs. of 4/1 up to 12/1 packaged product per hour with a crew of five. Others reported that they are working with CO₂ engineers on mixer chilling systems. Robert Petersen said that his company is using a CO₂ device to chill fresh barreled product.

At the request of president Joseph Madine, George Schaefer & Sons, Inc., New York, the association members passed a resolution stating the following:

- 1) The group reiterates its faith in the principle of meat grading on a voluntary basis by the USDA.
- 2) The meat industry and the USDA should strive to improve grading techniques and methods.
- 3) The meat industry and USDA should encourage feeding of livestock in such a way that tenderness, flavor and quality are developed primarily within the meat.
- 4) The association joins with the consuming public in its emphasis on the need for a leaner type of beef animal.



THREE of the many father and son teams in attendance are shown here: Urban and Peter Patman, Urban N. Patman, Inc., Los Angeles; Robert and Peter Petersen, Petersen-Owens, Inc., New York, and Robert and Lloyd Hatoff, Oakland Meat Co., Chicago. They posed in Chicago's Drake Hotel.

spends two weeks in the plant making various items before starting on his sales calls.

J. N. McGinnis of Stark, Wetzel & Co., Inc., Indianapolis, asserted that at the end of four weeks management should be able to determine whether a salesman is assimilating and utilizing what he is being taught and whether he has a "feel" for the meat business.

Knife sharpening can become a form of gold-bricking. What is to be done about it? Several participants reported that they employ outside knife sharpening services which have drastically reduced this expense. One plant furnishes two sets of knives; one is sharpened while the other is being used.

How do you get employees to place soiled clothing in proper containers? Robert D. Petersen, Petersen-Owens, Inc., New York, reported that his company has installed indi-

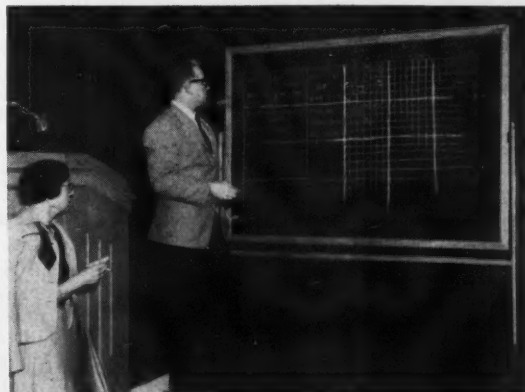
1) Less meat is left on the bone. If this amounts to 1 to 2 oz. per loin, it represents 8¢ to 16¢ per loin.

2) The work can be done by a less-skilled employee.

3) The work can be done faster.

Meyer S. Gertman, general man-

MEL PENNER, Penner Provision Co., Pittsburgh, explains form that shows response to planned sales calls, while Miss Sylvia Hirth, office manager, Metropolitan Meat Supply Co., Detroit, takes notes.



WSMPA Aims for Changes in Beef Grade Standards

One of the major projects of the Western States Meat Packers Association this year will be to get changes in beef grading standards that will provide a satisfactory system of grading and will give the consumer the type of meat he desires, said E. Floyd Forbes, WSMPPA president and general manager, in announcing the appointment of a 14-member beef grading committee to serve in an advisory capacity to the board of directors.

The committee will work on such problems as the application of the present grading standards, make recommendations for changes in the administration and application of these standards and make recommendations on changes that should be made both in standards and administration, Forbes explained.

The committee members are: Abraham Fallick, Auburn Packing Co., Auburn, Wash.; Al Buratto, Meats, Inc., Clarkston, Wash.; Wade Parker, Pacific Meat Co., Portland, Ore.; John Daniels, Marks Meat Co., Woodland, Cal.; Ernest Gunther, Solano Meat Co., Vallejo, Cal.; Paul Ellman, associated with Modesto Meat Co., Modesto, Cal.; Dick Little, Piute Packing Co., Bakersfield, Cal.; Paul Blackman, Acme Meat Co., Los Angeles; Jack Owens, Tempe Meat Co., Tempe, Ariz.; Jack Chauvet, Peyton Packing Co., El Paso, Tex.; Louis Isola, People's Packing Co., Yerington, Nev.; Myron Loenstein, Ogden Dressed Meat Co., Ogden, Utah; Otto Florence, Independent Meat Co., Twin Falls, Ida., and H. P. Brown, Great Falls Meat Co., Great Falls, Mont.

Chemical Safety Question Is Up to FDA, Court Says

A federal judge deferred to the knowledge of the Food and Drug Administration in the first court action seeking to force that agency to declare a chemical substance to be "generally recognized as safe" for a particular use, which would exempt it from the Food Additives Amendment of the Federal Food, Drug and Cosmetic Act.

The question is one for FDA scientists to decide, not the courts, ruled Judge Luther W. Youngdahl of U. S. District Court in Washington, D. C., in dismissing a petition by Los Angeles Smoking & Curing Corp. seeking a declaratory judgment that nitrates and nitrites are essential to the smoked fish business and are generally recognized as safe when

used in curing fish. The judge said the petition presented no justiciable controversy.

Before instituting the court action, the Los Angeles firm had been told informally by the FDA that the agency does not believe nitrates and nitrites are generally recognized as safe in fish curing and that it would be necessary to file a petition for a tolerance under the Food Additives Amendment.

In dismissing the action for declaratory judgment, Judge Youngdahl said the firm can return to court if the FDA declines to set a tolerance. The company is expected to ask the FDA to set a tolerance of 200 parts per 1,000,000, the same as the nitrite residue permitted under the Meat Inspection Act when nitrites or nitrates (which convert to nitrites in processing) are used to help fix meat color.

AMIF, Merck to Receive Food Technology Honors

Two organizations—the American Meat Institute Foundation, Chicago, and Merck & Co., Inc., Rahway, N.J.—and four scientists have won the Institute of Food Technologists' achievement award for 1960 for developing a new sausage manufacturing procedure.

The procedure reportedly cuts processing time from seven days to 24 hours and insures positive control over production of the "tangy" flavor traditionally associated with summer sausage, salami and other popular meat products.

The award winners are Robert P. Dudley, Merck food technologist, and three members of AMIF's scientific staff: Robert H. Deibel, bacteriologist; Charles F. Niven, jr., associate research director, and George D. Wilson, chief of food technology.

Names of the winners were revealed by AMIF president Homer R. Davison during an address before the 12th annual research conference for meat research scientists held recently at the University of Chicago. Formal presentation of the awards will be made by the IFT on May 18 when the national association of food scientists holds its annual meeting in San Francisco.

Would Train Prisoners

The penitentiary committee of the Mississippi House has recommended an appropriation of \$10,000 for a sausage making plant at the cold storage facility of Parchman prison. The plant would be used in a vocational training program.

Modern Hog House to Be Built in Chicago Yards

Plans for construction of a modern hog house which will incorporate the latest facilities for market operations were announced recently by Charles S. Potter, president of the Chicago Union Stock Yards. Ground will be broken this spring, with the completion date scheduled for next fall.

The new building of concrete and steel fireproof construction will be located south of Exchange avenue in the stockyards. The structure, which is planned to accommodate the present market's volume of more than 2,300,000 hogs per year, has been designed for expansion, Potter pointed out.

"Among the modern features of the new hog house," he explained, "will be concrete floors pitched for proper drainage to permit frequent cleaning."

The layout of pens and alleys throughout the sales area will provide ideal conditions for both buyers and sellers during the trading hours and will facilitate the movement of hogs to and from pens before and after sale, according to Potter, who added:

"The decision to build this facility designed for expansion is evidence of our confidence in the future of the Chicago market. Our judgment is supported by an economic study which showed the many advantages of Chicago as a center for the marketing of livestock."

New York's Meat Probe Appears Near Collapse

New York City's investigation of an alleged multi-million-dollar meat market racket appeared to be near collapse recently when suspended sentences were given to two key witnesses against Fred J. Loughran, former director of the weights and measures bureau in the city's department of markets, who was acquitted March 3 of charges of extortion and conspiracy.

The alleged racket, in which Brooklyn housewives were said to be short-weighted on meat purchases while city inspectors collected protection money from the butchers involved, was exposed last winter.

Receiving suspended sentences were Bert Smith, former supervising inspector in the bureau, and Emanuel Lapidus, former secretary-treasurer of the Poultry Workers Union. Both reportedly had been accomplices of Loughran and appeared as key prosecution witnesses.

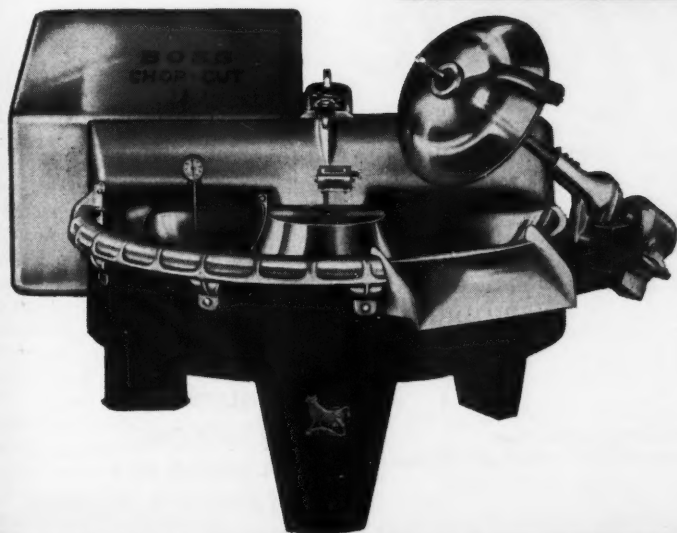
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thru new operating efficiency and expanded capacity in relation to bowl size, power consumption and time cycle. It produces the juicier, more flavorful sausage preferred by today's critical consumer. See the BOSS J CHOP-CUT in operation. Write to us for list of satisfied users in your own area. Cold facts will convince you that you can't buy better than BOSS!

**—the sausage meat chopper
of patented "Knife-Safe" design!**

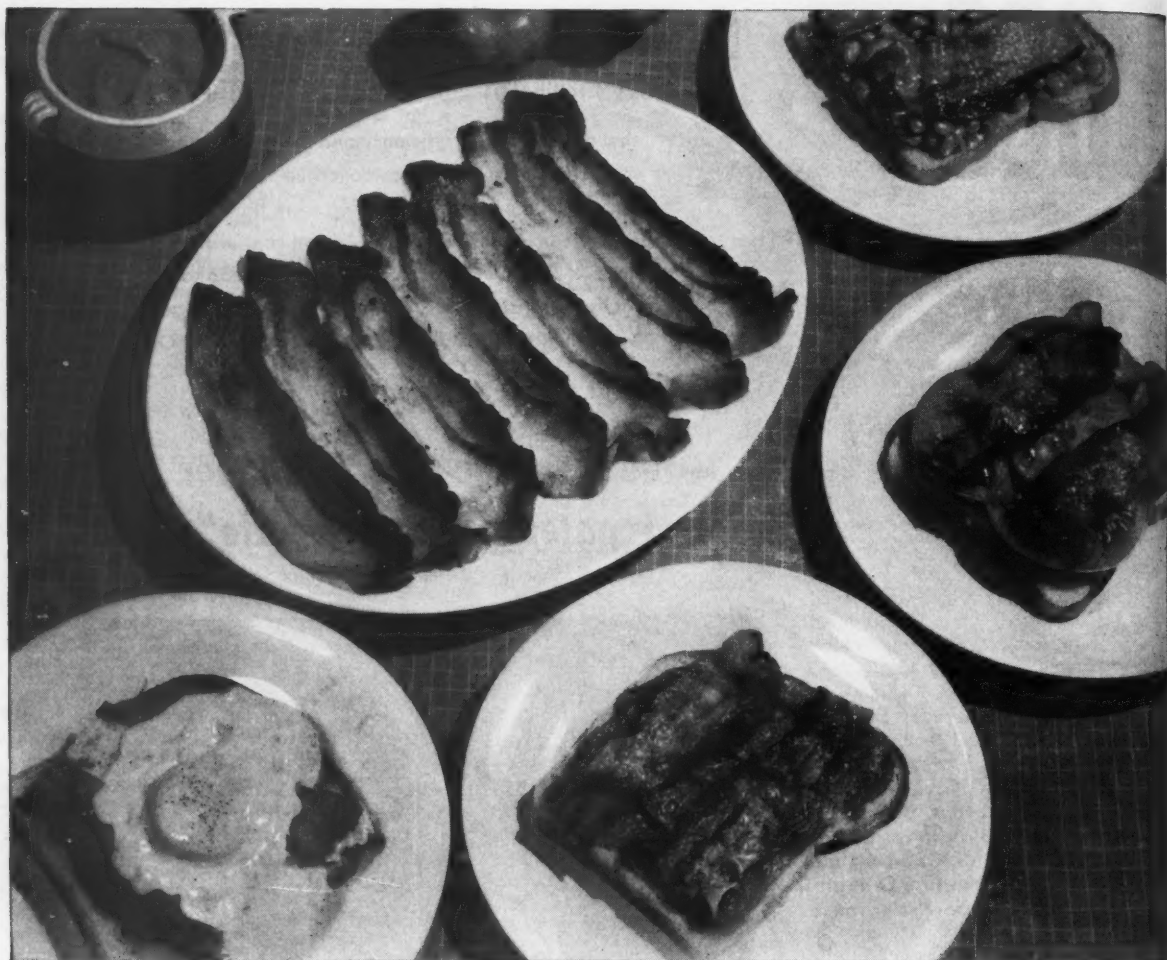
Patented design holds knife securely on shaft at any speed. Grind the nub when you sharpen knife and maintain accurate knife-bowl clearance.



1. Fresh whole chunk or sliced frozen meat reduced to finest emulsion.
2. No need to grind meat before chopping.
3. Heavier construction adds stamina for longer service.
4. Higher speeds increase capacity, profit potential.
5. Bowl revolution counter increases product uniformity.
6. Extremely low temperature rise imparted for better emulsions.
7. Stainless steel knives require honing but little sharpening.
8. Patented design prevents "throwing" of knives.
9. Integral nub maintains accurate knife-bowl clearance.
10. Size 56 provides 8 knives, 350 pound capacity—50 H.P. motor.
11. Size 70 provides 12 knives, 700 pound capacity—100 H.P. motor.
12. BOSS unloader empties bowl in 30 seconds.
13. Prompt shipment.
14. Chop-Cut machines of earlier manufacture may be converted.

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But the taste and texture of imaginatively prepared, smartly served meats depend on the magical effects of distinctive cures and seasonings. You'll find none finer than those named **PRESCO PRODUCTS** — anywhere!

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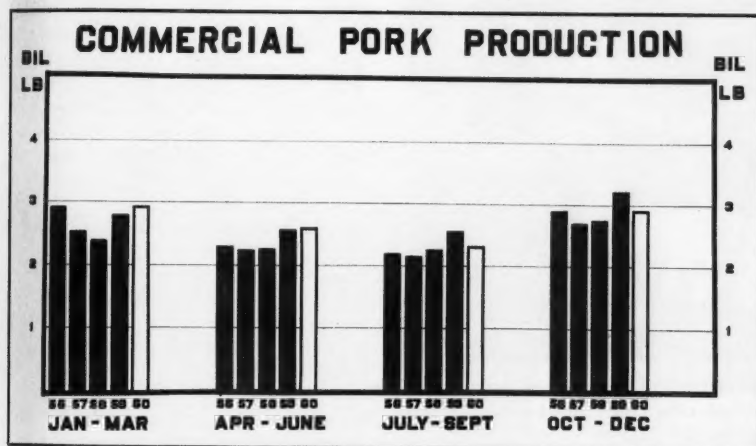
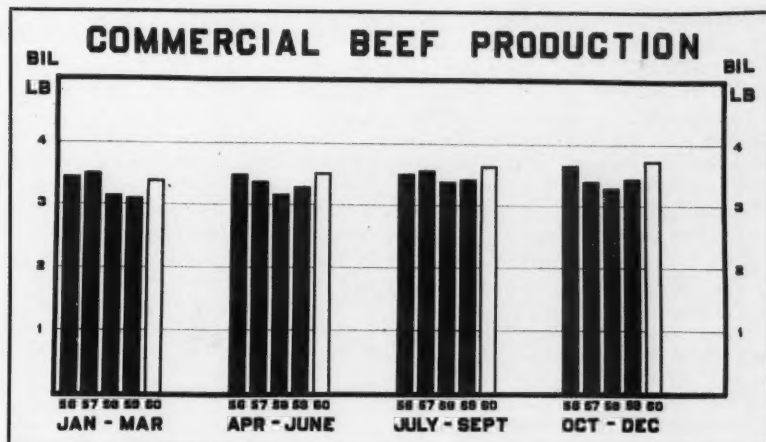
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Meat Promotion Committee Says 1960 Will Set a Record High in Meat Supplies



THE National Meat Promotion Committee is urging meat packers, retailers and restaurateurs to maintain their present high level of continuous promotional efforts for meat, inasmuch as meat supplies in 1960 are expected to be the largest in history.

The committee further recommends intensification of merchandising and promotion programs for meat in the latter months of 1960, with special emphasis on beef.

The actions were taken following reports on the livestock and meat situation for 1960 at a recent meeting of the National Meat Promotion Committee in Chicago. The group is composed of representatives of meat packer, retailer and restaurateur trade associations, livestock organizations, farm groups and service and promotional organizations.

Agricultural economists of the U.S. Department of Agriculture and national farm, livestock and meat trade organizations prepared the 1960 outlook information presented at the meeting. Highlights of their report follow:

The livestock industry is entering a period of diverging trends.

Cattle numbers are increasing, while hog numbers are entering the downward phase of the third postwar production cycle. Continued expansion in cattle numbers is expected in 1960 and probably for two or three more years. The length and extent of buildup depends on such variables as prices, feed supplies and general attitudes of cattlemen.

Commercial red meat production rose to 26,100,000,000 lbs. in 1959—

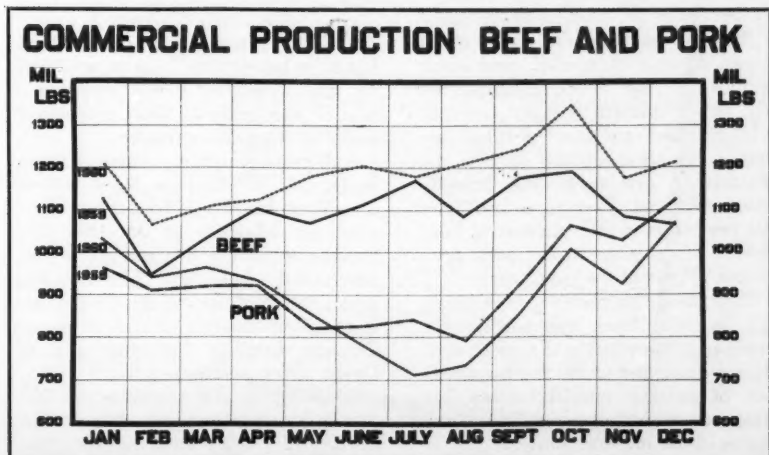
the second highest on record—and exceeded the previous year by about 7 per cent. Production in 1960 is forecast at about 26,700,000,000 lbs.—2 per cent above 1959 and slightly above the record 26,600,000,000 lbs. produced in 1956.

Supplies of meat per person totaled about 159.6 lbs. in 1959 and this year's forecast is for a slight reduction (159.1). Consumption of beef per person in 1960 will be around 84.0 lbs.; pork, 64.6 lbs.; veal, 6.0 lbs., and lamb and mutton, 4.5 lbs.

Offsetting factors to the record output of meat in 1960 will be the continuing increase in population, which means more consumers, and new record highs in employment and incomes, which mean more money and a somewhat greater demand for meat.

Beef is expected to set a new record in production during 1960, with the heaviest supplies coming to market in the fourth quarter; October will likely be the peak month. Output is expected to increase about 7½ per cent from 1959.

Cattle numbers on farms and ranches on January 1, 1960,



amounted to 101,520,000 head—a new record. Beef cow numbers increased 7 per cent and all other classes of beef stock were up over a year earlier. The number of cows sold for slaughter in 1960 is expected to exceed 1959, but stay below 1958 which was itself a low year for cow marketings. This indicates a continuation of the herd buildup.

While pork production will turn downward, 1960 still will be the fourth highest year in pork output. If farmers carry out their intentions of reducing the spring crop, the potential number of pigs available for marketing or for breeding herds in 1960 (pigs from the 1959 fall crop and 1960 spring crop) would total about 95,000,000 head, compared with 100,800,000 head in 1959, or a decrease of 6 per cent.

In contrast to last year when the greatest increase in pork production over the previous year occurred in the third and fourth quarters, this year's output in these quarters probably will show the greatest decline from the previous year. However, the fourth quarter still will be the peak pork period.

Calf slaughter is expected to remain cyclically low in 1960, but will show an increase over the 1959 level. Commercial calf slaughter is forecast at about 8,300,000 head. Veal production is expected to total about 1,000,000,000 lbs. Lamb production is forecast at about 740,000,000 lbs.—an increase of less than 1 per cent over 1959.

The various commodity groups represented at the National Meat Promotion Committee meeting, as well as the service organizations, reported that their own regular promotion programs are being planned and carried out in line with the production outlook and in coordination with committee activities.

The lamb interests will once again conduct special campaigns in September and in December-January of 1960-61 as they did in 1959-60. Establishment of special promotion periods by the beef organizations will be completed in April.

In addition to their regular activities for all meat, the service organizations are preparing promotional material, literature and special programs in the interest of beef along lines similar to the pork promotion efforts of the past year.

The meat promotion committee will be called back into session this summer to reevaluate the meat supply situation and study the possibilities of setting specific dates for major coordinated promotion campaigns in the fall and winter.

Anniversary Recalls Kitchen's History: Conventions, Wars, Baseball and 'Dogs'

David Berg & Co., a 100-year-old Chicago firm which claims a founder who was one of the first sausage-makers to bring the hot dog to America, is presenting a year-long tribute to the national tradition it helped start a century ago.

Although the first hot dog is a missing link in history, legend suggests it was created sometime in the



DAVID BERG, founder of firm, is depicted after turn of the century as he reads story to a granddaughter.

1840's by members of the butchers guild in Frankfurt, Germany, and inspired by the lines of someone's pet dachshund. That's how it came to be called "frankfurter."

David Berg, a German-Jewish immigrant, was among the first sausage-makers to manufacture the pure beef hot dog in America. He launched his business in 1860 in the back of a small butcher shop on Pacific avenue between Van Buren and Jackson, according to his surviving relatives in Chicago.

The site of the spot where the first hot dogs were made now is occupied by the Board of Trade building—one of the nation's most important seats of financial strength.

A granddaughter, Mrs. Cora Stern, 72, recalls how Berg talked of selling his first "franks" to Republican delegates at the 1860 national convention in Chicago, which nominated Abraham Lincoln for president. And during the Civil War, Berg filled sausage orders of many Chicago families for shipment to Union army soldiers.

Working in the tradition of Old World sausage makers, he started his day very early with the purchase

of meat supplies at the stock yards for processing and resale to butcher shops, restaurants, hotels and families throughout the city. His staff of skilled German "wurstmachers" made meats that met the requirements of Chicago's food-loving German, Jewish and Irish immigrant communities.

Perhaps Berg's greatest contribution to tradition was his introduction of the hot dog to Chicagoland baseball fans. He was an avid baseball fan and close friend of Charles A. Comiskey, grandfather of the present co-owner of the Chicago White Sox. At Comiskey's invitation, Berg supplied hot dogs to fans at the old American Grant Park in 1901, and in later years his firm continued to sell its products at the present Comiskey Park.

After his death in 1911 at the age of 82, Berg's business was taken over by relatives until the Manaster family assumed control. David Manaster, 70, is the fourth president of the organization.

Under Manaster's direction, the firm has expanded considerably and now operates in modern food processing plants. It has continued to specialize in sausage products, featuring corned beef as well as hot dogs. Customers include restaurants, hotels, food jobbers, delicatessens and the all-important hot dog stands. All its products are flavored with a taste for which Jewish foods are famed the world over.

The company's food processing operation is authorized to use U. S. Establishment Number 1 on all its products and may be identified by this inspection symbol.

An affiliated company, Kosher Zion Sausage Co. of Chicago, produces strictly kosher food products for food stores, supermarkets and delicatessens throughout the nation. The two companies serve a total of about 10,000 retail outlets.

Tallow Reduces Bloat

Recent research on the use of tallow in preventing bloat indicates that animal fats used in feed are "quite effective" in reducing feedlot bloat, according to literature published by Chas. Pfizer & Co., Inc., New York City, which suggests that "fats and oils are digestible and, in some instances, the increased gains pay for the cost of the material."

$$1 + 1 + 1 = 5$$

**WHY? The answer is
SHUR-AID-PHOS
It's "Synergized"**

SHUR-AID-PHOS is a combination of phosphates, not just a single phosphate.

The scientific word "SYNERGY" describes the advantages of combining several phosphates. It means that the combination of phosphates yields even more benefits than you'd get from the total of the individual ingredients. Therefore, "1 + 1 + 1 = 5", BECAUSE SHUR-AID-PHOS IS A SYNERGIZED COMBINATION OF PHOSPHATES.

This super-soluble phosphate combination insures weight return, color, firmness and flavor. More of the natural meat juices are retained during curing and smoking. SHUR-AID-PHOS always produces just the right tenderness and dryness.

Ask our salesman about our new method of quality control in your plant.



**THE
BALTIMORE SPICE
COMPANY**

Baltimore 8, Maryland, U. S. A.

THE NATIONAL PROVISIONER, APRIL 2, 1960

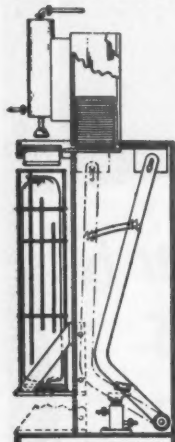
RECENT PATENTS

The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial department, The National Provisioner, and remitting 50¢ for each copy desired. For orders received from outside the United States the cost will be \$1.00 per copy.

No. 2,912,924, MEAT PRODUCT SHAPING APPARATUS, patented

November 17, 1959 by Leif A. Dahl, Philadelphia, and Albert W. Roberts, Berlin, N. J., assignors of one-third to Albert Schuman, one-third to Anthony Edwardi, both of Philadelphia, and one-third to Albert W. Roberts, Berlin, N. J.



Apparatus is disclosed for squaring the ends of a casing stuffed with a pliable meat product, this casing having its bottom end gathered and sealed. Two claims to this meat product shaping apparatus have been registered with the U. S. Patent Office.

No. 2,924,257, MEAT CHOPPERS, patented February 9, 1960 by Remer R. Reid, sr., Atlanta, Ga., assignor of one-half to Eugene A. Anderson.

In order to prevent the meat sinews and gristle from forming a ball at the back of the worm-operated knife, the inventor provides a ring-shaped device mounted between the end of the worm and the knife and provided with a number of laterally-projecting, circumferentially-spaced wings, each projecting forward between an adjacent pair of knife blades.

No. 2,924,258, MEAT CHOPPERS, patented February 9, 1960 by Remer Raimond Reid, sr., Atlanta, Ga., assignor of one-half to Eugene A. Anderson (see item above).

This patent is related to patent No. 2,924,257 and describes the ends of the wings terminating a prede-

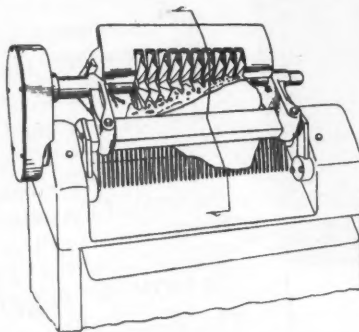
termined distance from the cutting edges of the blades of the knife, the peripheral surfaces of the ring-shaped member between the wings being curved so as to fit closely to the back of the knife blades. The upper outer surfaces of the wings curve upwardly and outwardly in a spiral manner toward the forward side of the knife, with the outer spiral edges made sharp and the under outer surfaces of the wings curving to fit the knife closely between the blades at their bases.

No. 2,926,090, METHOD OF TENDERING AND FLAVORING MEAT, patented February 23, 1960 by Beverly E. Williams, La Grange Park, Ill., assignor to Hodges Research and Development Company, New York, N. Y., a corporation of California.

This method is related to that of patent No. 2,926,089, but instead of *Thamnidium*, there is employed a bacteria selected from the group *mobacter* and *Pseudomonas/Achromobacter* introduced into the enclosed space during both the heating and holding periods.

No. 2,912,027, FEEDING AND SLASHING DEVICE FOR SKINNING MACHINE, patented November 10, 1959 by Ray Theodore Townsend, Des Moines, Ia., assignor to Townsend Engineering Company, Des Moines, Ia., a corporation of the state of Iowa.

The device comprises a number of rotatable cutting discs mounted on a shaft above a toothed roll. The

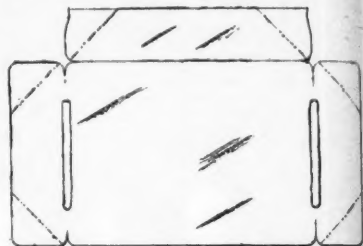


discs have a corrugated peripheral cutting edge held spaced from the roll by a shaft for slashing an article to be skinned and simultaneously feeding the article past the skinning blade and its skin between the blade and the driven roll. The spacing between the driven roll and the shaft is such that the peripheral cutting edge is adjacent but does not cut into the skin of the article.

No. 2,919,846, CONTAINER FOR FOODS, patented January 5, 1960 by William H. Allen, Dayton, O., assignor to Allen Cartons, Inc., Day-

ton, O., a corporation of Ohio.

A sliced bacon container is disclosed comprising a rectangular base member with end flaps, with a first pair of parallel straight score lines extending partially across each end flap and the base member in the area of their joiner; a second pair of score lines interconnecting the



first score lines at the ends of the latter; a third pair of score lines near the corners and parallel to the first score lines and midway between the first score lines extended and a top covering member adapted to be folded over the end flaps. When these in turn are folded over the base member, the two pairs of score lines associated with each end flap act to produce an end wall which is rigid with respect to the base member and which separates the end flaps and the covering member from the base member sufficiently to provide room for the food slices within the folded container when the end flaps are folded over the base member.

No. 2,918,376, FLAVORING SUBSTANCES AND THEIR PREPARATION, patented December 22, 1959 by Charles Gerard May, St. Neots, and Philip Akroyd, Rushden, England, assignors to Lever Brothers Company, New York, N. Y., a corporation of Maine.

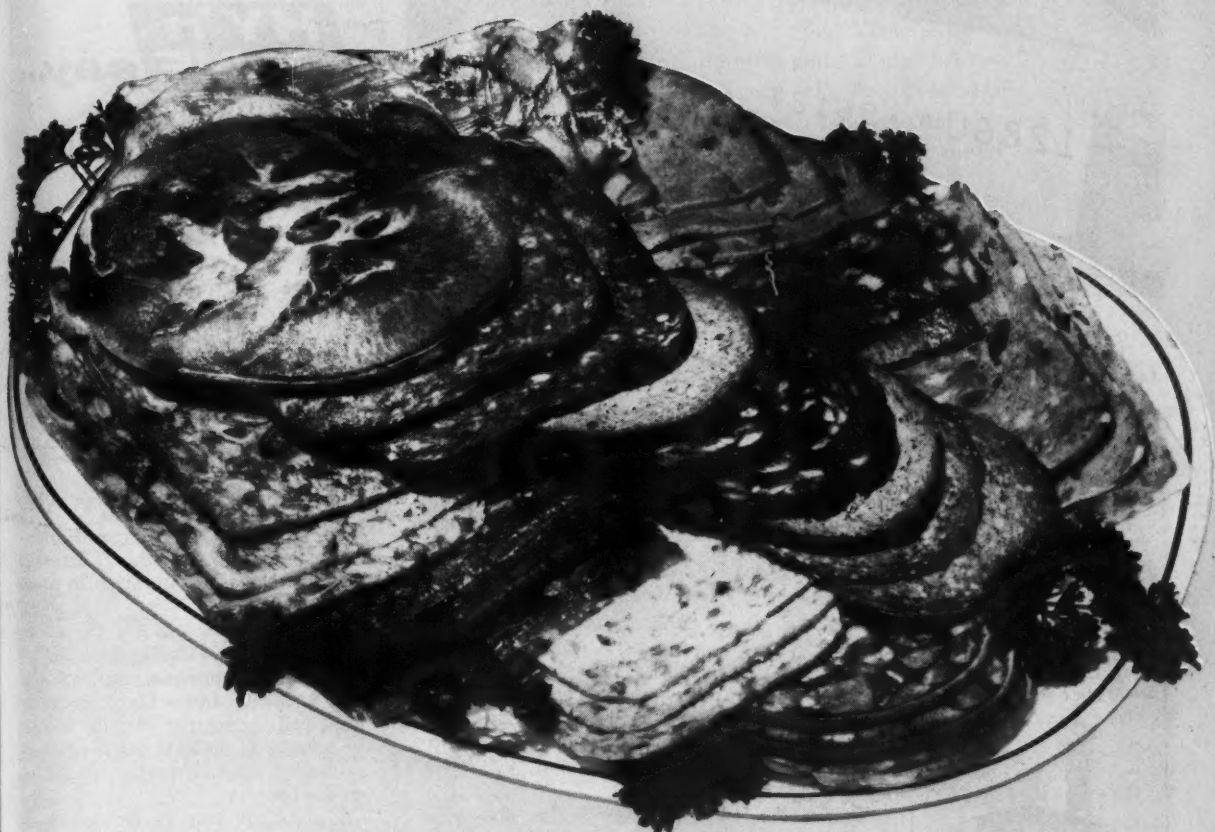
The process of preparing a flavoring substance capable of imparting the aroma and flavor of a smoked pork product to foodstuffs comprises reacting fractionated liquid wood smoke in the presence of water at an elevated temperature, with at least one compound of the group consisting of a combination of cysteine and cystine.

No. 2,912,026, DISC SLICING MACHINE FOR FOODS, patented November 10, 1959 by Hans Hermann Scharfen, Witten, Ruhr, Germany, assignor to Hermann Scharfen, Maschinenfabrik, located in Witten, Ruhr, Germany.

A machine of the gravity-feed type is disclosed in which most of the moving parts are enclosed and adjustments of parts are made from exteriorly of the housing of the disc slicing machine.

Season to taste

*Seasonings for every meat product
...for every taste preference*



MAYER'S
Compounded
SEASONINGS

Custom-mixed . . . ready to use. Made from the world's choicest spices expertly ground and blended. Available in natural, part natural or soluble type.



See page J/Ma

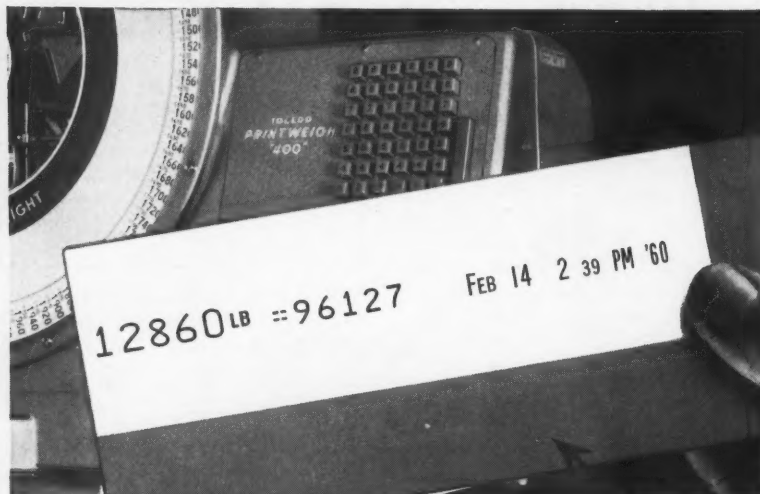
H. J. MAYER & SONS CO., INC.

6813 South Ashland Avenue—Chicago 36, Illinois

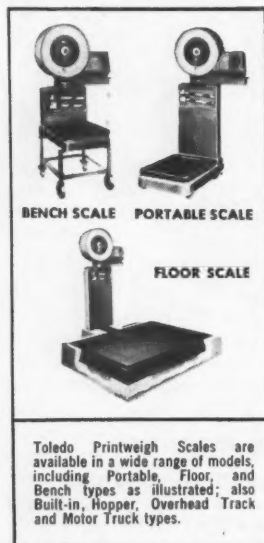
Plant: 6819 South Ashland Avenue

In Canada: H. J. Mayer & Sons Co. (Canada) Limited, Windsor, Ontario

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... **THE ANSWER** to prevent
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Human errors in reading, remembering and recording weights are eliminated with Toledo Printweigh "400" Scales. They're the surest way to satisfy your requirements for weight records that are complete and indisputable.

Weights are printed in full figures, even when unit weights are used. Choice of printing on 8½" x 11" forms, or on tickets; also on strips. Weight data may be transmitted electrically for recording on remote adding or other office machines. "Memory" feature available for printing weight data, even after load is removed.

Toledo Printweigh "400" Scales give new flexibility and efficiency in weighing . . . to cut costs, guard quality, prevent profit-stealing weighing errors. Ask your Toledo representative for the full story on Printweigh Scales, or **WRITE TODAY FOR BULLETIN 2017. TOLEDO SCALE**, Division of Toledo Scale Corporation, Toledo 12, Ohio (Toledo Scale Co. of Canada, Ltd., Windsor, Ont.)

"MISFIT" SCALES MULTIPLY COSTS

Scales can become "misfits" as a result of changes in plant layout, materials handling, inventory controls, value or quantity of materials weighed. If this has happened in your plant, the results can be costly. For example: weighing errors, production bottlenecks, materials handling inefficiencies. Be sure your scales are adequate for the job. Ask your Toledo representative about a scale adequacy check in your plant, or send for the Toledo Weight Fact Kit.



TOLEDO® Headquarters for
Weighing Systems

New MID Poster Series To Stress Hygiene Rules

Two new cartoon characters, "Hy'n Gene," soon will make their appearance in federally-inspected meat packing plants to help develop a constant awareness among workers of sanitary practices necessary to assure clean, wholesome meat products, the U. S. Department of Agriculture announced.

Hy'n Gene will be used in a series of educational posters to be offered to packing plants for display. The first cartoon in the series, car-

**HY'n
GENE say...**



CARTOON above will launch series.

rying the message, "Clean Hands-Clean Meat Go Together," stresses the importance of sanitation in meat handling.

The two characters are the creation of Dr. W. O. Caplinger, chief of the program appraisal staff of the USDA Meat Inspection Division. Plans call for regular distribution of the posters to packing plant officials and federal meat inspectors throughout the country.

A principal duty of federal meat inspectors, who last year provided inspection supervision in more than 1,350 establishments handling about 80 per cent of the nation's meat supply, is to promote high sanitary standards for meat handling and processing. Adherence to hygiene rules depends heavily on the understanding and cooperation of plant workers, the USDA points out.

WSU 'Beef Cattle Day'

"New Horizons in Beef Cattle Production" will be discussed by Fred Dressler, president of the American National Cattlemen's Association, during the sixth annual "Beef Cattle Day" on April 29 at Washington State University.

THE NATIONAL PROVISIONER, APRIL 2, 1960

A cinch in a pinch...

NEW DODGE CAB-FORWARD

Dodge Cab-Forwards handle with ease, even where back-in space is tight. There are many reasons: compact 89¾-inch bumper-to-cab-back dimension; short wheelbases; tight turning diameters; wide front tread; easy steering . . . manual or power.

In other ways, too, you'll find Dodge has a talent for keeping your driver efficient and at ease. There's the roomy cab with fully adjustable coil-spring seat, easy-to-read instruments and easy-to-reach controls. There's quick acceleration in big Dodge V-8 engines; quick stopping with giant Dodge brakes. Dodge works *with* your driver, never against him, every mile and minute of every hauling day. And Dodge has the right truck for you . . . whether new Cab-Forward or conventional model . . . truck or tractor . . . gas or diesel.

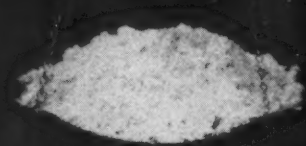
See your Dodge truck dealer. It's a cinch you'll discover you can

**DEPEND ON DODGE
TO SAVE YOU MONEY IN TRUCKS**

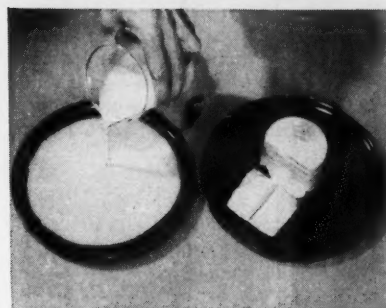


Servi-Swing Fenders—You pull a latch and out swing these sturdy Dodge fenders, exposing the engine for quick, easy service to reduce labor costs. Never has an engine been so easy to reach in a cab-forward truck!

A PRODUCT OF CHRYSLER CORPORATION



YOU CAN WEIGH
THE DIFFERENCE
WITH BULL MEAT
BRAND BINDER



1. Place equal parts of your present binder and Bull Meat Brand Binder in separate containers. Add six parts of water to each and stir.
2. Place the containers in a water-filled pan, heat to 100°F., stir and hold this heat for five minutes. Remove containers and place in cooler over night.
3. After cooling, note that the contents of container A can be poured, while the contents of the container with Bull Meat Brand Binder is firm and can be sliced.

HERE'S PROOF—Try the above experiment yourself—note the important difference in moisture absorption. . . . Or, for even more practical proof, MAKE THE FOLLOWING TEST of Bull Meat Brand Binder against any other sausage binder. You'll find an increased yield similar to this:

TEST OF BULL MEAT BRAND BINDER

BEEF TRIMMINGS	280 LBS.
PORK TRIMMINGS	120 LBS.
SALT AND SEASONING	13 LBS.
BULL MEAT BRAND BINDER	17 LBS.

NOTE: THIS FORMULA (BY TEST) WILL ABSORB AND HOLD ICE IN THE AMOUNT OF

206 LBS.

GROSS WEIGHT	636 LBS.
FINISHED WEIGHT AFTER SMOKING AND COOKING	584 LBS.

TEST OF OTHER SAUSAGE BINDER

BEEF TRIMMINGS	280 LBS.
PORK TRIMMINGS	120 LBS.
SALT AND SEASONING	13 LBS.
OTHER SAUSAGE BINDER	17 LBS.

NOTE: THIS FORMULA (BY TEST) WILL ABSORB AND HOLD ICE IN THE AMOUNT OF ONLY

161 LBS.

GROSS WEIGHT	591 LBS.
FINISHED WEIGHT AFTER SMOKING AND COOKING	538 LBS.

■ Yield from Bull Meat Brand Binder over ordinary binder . . . an extra 46 lbs.

Only Bull Meat Brand Binder can produce such yield and profit improvement. Why? Because Bull Meat Brand is the only binder that absorbs and holds up to 6 times its weight in moisture and meat juices. Only Bull Meat Brand Binder contains an exact balance of five different cereals—blended under strict laboratory controls for maximum absorption, and uniform, predictable performance.

Day after day, year after year, you can depend upon Bull Meat Brand Binder for tastier, plumper, heavier sausage—as well as for higher yield, increased sales, greater profits.

Prove it yourself—ask for a free usable sample, today.

B. HELLER & COMPANY

3925 S. Calumet Avenue
CHICAGO 15, ILL.



LIFT 'EM UP

... the easy way
with a

St. John

BUCKET ELEVATOR

Here is the simple way to discharge slack barrels of meat directly into the grinder tray—automatically.

At the touch of a button, the St. John bucket elevator will raise a heavy barrel of meat, swing it over and dump the contents into the receiving tray. Ends costly manual unloading forever... saves time... saves labor... saves money.

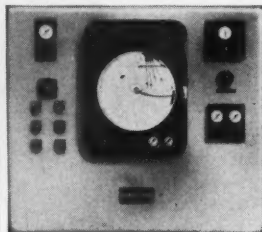
With a cradle fabricated of heavy stainless steel, the unit is suitable for inspected plants, and is available with the container made as an integral part of the hoist or with a platform and spring-loaded latch to hold removable barrels in place.

**"Famous
for
Stainless"**

NEW EQUIPMENT and Supplies

Further information on equipment and supplies may be obtained by writing to manufacturer direct or writing The Provisioner, using key numbers and coupon below.

CONTROL SYSTEM (NE 896): Developed by Hagan Chemicals & Controls, Inc., Pittsburgh, control system measures, records and controls moisture loss in smokehouse products

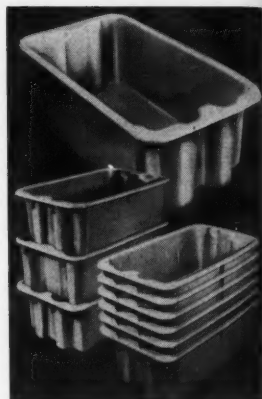


automatically. All operational data, including internal product temperatures, are available to operator immediately at a central control panel mounted outside smokehouse. System combines pneumatic balance with pressure recorder and electronic temperature indicator to provide continuous reading of all variables on single chart during smoking of sausage, bacon and hams.

PROTECTIVE COATINGS (NE 840): Coatings are plastic compounds which protect walls, floors and equipment against chemicals, solvents, abrasion and impact. Odorless and non-toxic when cured, coatings are resistant to alkalis and have an air-cured, glass-like finish. They can be applied by brush, roller or spray to glass, metal, concrete and wood. Developed by The Farboil Company, Baltimore, coatings reportedly cure to 75 per cent the

hardness of glass, yet do not become brittle.

TOTE PANS (NE 892): Corrosion-resistant tote pans for food processing industry have glass-like finish, with no corners or seams; there are no pores in the surface to collect food or bacteria. Pans are



made of specially-designed material called "PolyLew-ton." Pan holds up to 50 lbs. of product, yet weighs only 3¾ lbs. Handling is facilitated by full-perimeter, top-rim finger grip. Units stack neatly within their own dimensions and can be moved safely on platform truck or on pallets with power lift truck, says G. B. Lewis Company, Watertown, Wis., manufacturer of the pans.

STEAM TRAPS (NE 881): Thermostatic steam trap with built-in union is said to reduce initial cost of trap installation and maintenance. Designed into trap's inlet, union eliminates time involved in

Use this coupon in writing for further information on New Equipment. Address The National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only (4-2-60).

Key Numbers

Name

Company

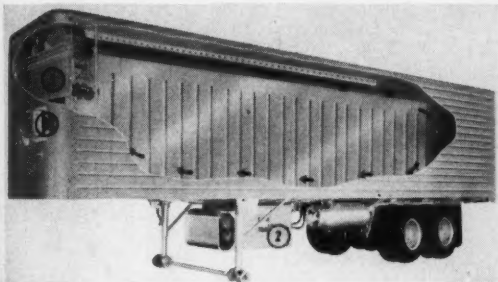
Address



ST. JOHN & CO.

5800 S. Damen Ave., Chicago 36, Ill., Phone: PRospect 8-4200

TRAILER REFRIGERATION (NE 885): Developed by Sumner Industries, Inc., Tru Kooler division, Oelwein, Ia., new line of trailer refrigeration systems includes full range of special models for meat hauling and other types of low-temperature service. Occupying only 1 ft. of trailer space, thin-design evaporator (1) draws return air under



bulkhead at floor level, distributing chilled air throughout load from overhead duct. Under-floor gasoline or LP fuel driven engine-condenser unit (2) is accessible from all sides and may be removed with ordinary auto shop jack for major shop overhaul. Operator's panel (3) is readily visible from cab and has been "humanly engineered" to simplify road operation, says manufacturer.

fitting pipe to a union, as well as cost of purchasing separate union and materials. Built-in union feature is available on steam traps in 1/2 and 3/4 in. sizes



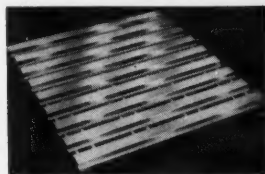
from The V. D. Anderson Company, Cleveland. Traps can discharge up to 31,000 lbs. of condensate per hour and are suitable for pressures up to 250 psi. Bodies are of bronze or semi-steel.

LIQUID CLEANER (NE 891): Liquid cleaning product cuts through grit and grease on meat hooks and rails, floors, walls and equipment in packing-houses. Product contains "built-in sanitizer" that is said to reduce bacterial count to safe levels. The manufacturer, S. C. Johnson & Son, Inc., Racine, Wis., says cleaner is safe and mild for hands and keeps its cleaning power

even after dirt accumulates in wash water.

STEEL PLATE FLOOR (NE 895): Designed by Chemsteel Construction Co., Inc., Pittsburgh, floor is combination of diamond-tread steel plate, acid-alkali-proof resins and impervious membrane on structural concrete slab. Manufacturer says it withstands heavy physical abuse and is acid-tight and bacteria-proof. Surface design gives positive foot grip, minimizing accidents.

ALUMINUM SKIDS (NE 897): Called "Vent-A-Racks," rustproof aluminum skids are designed to permit maximum cold air flow at all levels of trailer—to keep hot spots cold by allowing cold air to flow freely for even insulation between load and truck bed. Lightweight, sanitary



racks are easy to handle and will not rust, rot, burn, warp or mildew, according to Louisville Metal Products Co., Louisville.

STACK 'EM UP

... the easy way
with

St. John

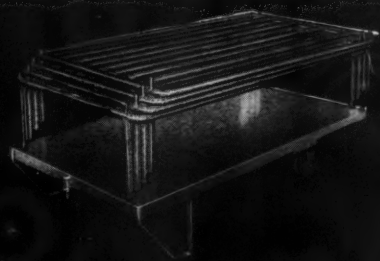
FLEX-STACK RACKS

Wherever you have to transport and then hold products in your plant, these multi-purpose Flex-Stack racks can produce important economies in time and labor. For example, in pulling loins, simply rack them ... transport to holding area ... store and age—without ever un-racking. Use them, too, for handling cured hams after packaging, for beef sides or for any moving-storing job.

Best of all, these racks are so flexible (as their name implies) that they can be adapted to suit your needs—yet they remain economical in both original cost and future maintenance. Standard construction includes combinations of 3, 4 or 5 racks and a combination of wheels and legs, including 4 legs for easy lift-truck handling.



Catalog No. 630



"Famous
for
Stainless"



ST. JOHN & CO.

5800 S. Damen Ave., Chicago 36, Ill. Phone: PRospect 8-4200



KVP LOIN WRAPPERS effectively guard pork ...and can sell your brand name, too

KVP Loin Wrappers are made in three different basis weights to suit your special needs. The papers KVP, the paper people, make for this purpose have a high degree of wet strength and grease resistance. They peel off the loins readily and in one piece.

If you ship frozen loins KVP's D-O-K

Waxed Paper is engineered for this special kind of protection. You can count on KVP Loin Wrappers to do a top-notch job in guarding freshness, flavor and appearance whether the meat is fresh or frozen.

Your wrappers can carry your brand name or advertising message at slight

cost over plain paper.

Other KVP papers for packers:

Smoked Meat Wrappers • Can Liners
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Carton Liners • Printed Overwraps •
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Write for samples and full information.



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KVP SUTHERLAND PAPER COMPANY • Kalamazoo, Michigan

BEEF IN SOUTHWEST

Experts Foresee Prolonged Boom in Feeding and Eating

BECAUSE times have changed and the cattle business and the meat business do not operate in the same manner as they did years ago, Texas and other states of the Southwest can expect a prolonged boom in livestock feeding operations. This was the general conclusion reached when several hundred feeders and producers met recently in Houston to discuss their industry's prospects and problems.

Texas has numerous feeders who operate on a large scale, feeding nearly 225,000 cattle a year. One of the largest and most modern operations in the country is the Lewter Feedlot, Lubbock, Tex., which feeds about 75,000 steers yearly and has taken top honors at livestock shows in Kansas City, Denver, Chicago and Fort Worth.

Other important Texas operations, according to the Texas Meat and Provision Co. of Dallas, are: Sudan Livestock Feedlot, Sudan, which feeds nearly 30,000 steers yearly; Bennett & Hill, Plainview, 15,000 steers; H. M. Gable Cattle Co., Muleshoe, 25,000 steers; Farwell Feedlots, Farwell, 35,000 steers; H. L. Hunt Oil Co., 35,000 head; Youngblood's Feedlot, Waco, 5,000-head capacity, and Texas Meat and Provision Co., Cleburne, 5,000 cattle.

Several speakers at the Houston meeting pointed out that the southwestern states have an abundance of home-produced livestock; in fact, Texas is the leading state in total livestock production. Total cattle population on Texas farms and ranches normally is about 7,000,000 or 8,000,000 head, although some are dairy animals which are unsuited to feedlot fattening.

There has been considerable discussion over the years about the advantages of feeding cattle in the Midwest, so they would not have to be moved far to market. Durwood Lewter, owner of the Lubbock feedlot, took an opposite view.

"Cattle can be trucked or railed to the feed, but it is impractical to freight feed to livestock," he said. "The reason is because after you put a steer in the feedlot, he will eat approximately 3,500 lbs. of feed to make him a finished product.

"This means a difference in freight of from 700 lbs. to 3,500 lbs. This alone can be the difference between

profit and loss. Since most cattle fed in the Corn Belt are from the Southwest, this only goes further to prove that we have a great feeding area in the southwestern section, and especially in west Texas."



W. W. PRINCE

One reason is that more meat packing and feeding facilities are being built in the Southwest, eliminating the necessity of bringing in as much midwestern beef. William Wood Prince, president of Armour and Company, commented:

"We have invested in the state of Texas over \$25,000,000 . . . which is a true measure of our interest in the meat industry of the Southwest. In the last two years Armour and Company has built but two plants, and both of these in Texas. Since deeds are more important than words, it must be evident that we believe in the future of the meat industry of Texas."

Prince also pointed to increasing urbanization of Texans as a reason for an improving beef market. Since 1950, he said, the five principal cities of the state have increased in population from a little under 2,500,000 to 3,600,000, a 47 per cent increase. Meanwhile, the rural population increased by only 11 per cent.

Such concentration in cities, he noted, usually results in a higher consumption of beef, and also greater attention to quality and price.

Two other reasons given at the meeting for an expected boom in the Southwest's livestock feeding operations are: 1) the area has a large supply of grain and cottonseed products which can be used for livestock fattening and 2) the climate and weather are considered ideal for feedlots.

Speakers pointed out that the major limiting factors in the expanding southwest livestock feeding business include: 1) producers and fat-

teners don't know enough about converting feed into beef and 2) Texans generally have very poor tastes in beef and, as a result, probably eat a poorer quality meat than residents of many states.

"We have been our worst enemies in the Southwest by eating a low grade beef, and buyers from the rest of the nation are continuing somewhat to judge our beef by the beef they get in eating establishments when visiting this section of the country," Lewter explained.

"This presents a challenge to us to see that our eating places, chain store markets, meat markets and others have a quality product in the beef line to sell, and that we talk and encourage better quality beef."

Jarvis Miller, associate professor of agricultural economics and sociology at Texas A & M College, called marketing the "major limiting factor" in the expansion of the state's beef industry. He noted that Texans are usually not willing to pay as much of a difference between Good and Choice cuts of beef as residents of other states.

"The average difference between Good and Choice beef for the first eight months of 1959 at the Fort Worth market was \$1.43 a hundred, whereas the same difference in the Chicago market was \$2.32 a hundred," he said. "Feedlot operators cannot fatten an animal from Good to Choice for a \$1.43 difference."

Other limiting factors listed were the large amount of capital investment required for a feedlot, the tremendous risk as a result of fluctuating market prices and low profit margins, and possible water shortages which can limit production of feed supplies in some areas.

Cattle raised or fed on the southwestern plains and shipped to terminal markets at Kansas City, Chicago, Omaha, Fort Worth and Dallas tend to lose their identity in the process. When these cattle are slaughtered at these markets, the cuts of meat are put on menus bearing the words "Corn Fed," "Iowa Type," "New York Cut" and "KC." Their origin has been ignored merely because they were not slaughtered in the Southwest.

(Part of the above information was obtained from the *Humble Farm Family*, Humble Oil & Refinery Co.)

Peters Building Program

[Continued from page 16]

The peeling machines are operated at maximum capacity and if they are finished before the packaging operation, the operators move to another task within the department. Also, the package assemblers work at their optimum rate and if they are finished before peeling is completed, they move to another task until sufficient product is available.

PLATTER DISPLAY: The system can handle a variety of 1-lb. products simultaneously since collars carry product identification. Consequently, overwrapping machines are employed at their capacity since they overwrap each package in a clear film. Wrapping machine loading also is achieved by packaging the same product at several bins.

The product collars used are full-color boards featuring a platter display at the bottom of the package face along with the Peters brand logo—an elliptical design with a forest-green background, the brand name in white and an acorn cluster on the bottom.

The back of the collar lists several recipe suggestions, such as wieners and beans and wieners and potato salad. The collar is designed for maximum protection and handling ease. The sides and bottom are full-package length, while the top occupies about one-third of the display surface, giving good product visibility. The platter design features several different dishes. Collars are furnished by Milprint.

One of the bins has a stainless steel apron table for bulk packaging of 2-lb. units in Visten pouches with a Visking Tite Wrap unit. In this operation one operator checkweighs the links in the stainless steel mandrel; another places the opened pouch on the stretch fingers of the unit; the third operator pushes the

link grouping with a special spatula into the opened bag, and the fourth twists the neck and seals it with industrial tape.

Feeding into the main conveyor that carries packages from the bin stations to the wrapping machines is the packaging table for natural casing frankfurters. This stainless steel table has check scales which are recessed so that the scale platter virtually is flush with the work area, simplifying the grouping and transferring operations.

After these packages are weighed and collar-locked, they are placed on a table top belt conveyor that carries them to the wrapping machine conveyor station where an operator places them on the infeed conveyors of one or two Hayssen wrapping machines, depending on the packaging rate. At the lower rates, one machine handles the skinless and natural casing links since the package is overwrapped in a clear film.

PACKOFF STATION: The packages from either machine discharge into a conveyor system that carries them to a central packoff station where they are placed in fibreboard shipping containers and moved once again by conveyor to the roller rack storage cooler.

The sliced luncheon meat packaging operation also is conveyORIZED. The firm has three slicing machines equipped for inline weighing. The vertical slicing machine has a Tele Sonic pouch opener that performs this function for the operator. As she takes the pouch from its magazine, it already is opened and ready to slide onto the mandrel at the checkweighing station.

The filled pouches are moved to two Standard Packaging, two-headed sealing machines which vacuum-seal the pouches.

The sealed packages are discharged on a belt conveyor located directly under the heads. This

breaks the fall of the package because the bottom of the pouch is touching the belt before the pouch has cleared the head's plate, William Peters explains. This eliminates flaked edges on delicate items such as boiled ham.

The pouches continue to the Marathon-Advac sealing station where operators feed the baseboard-enclosed pouch to one of two Marathon-Great Lakes sealing machines. The Advac board covers the top and bottom of the pouch fully, while the entire face of the meat stack is exposed for customer inspection.

The packages are conveyed to a packoff station where they are placed in Cornell display-type fibreboard shipping containers. This container has two parts, a bottom that holds 12 packages in individual slots in a vertical position and a top that pushes down over the bottom section.

PRICE ISLAND: This carton has been received well by the trade, observes R. E. Peters. The retailer removes the top and places the entire group of packages in his display case. He has no problem of stacking the product. The container, by holding the packages vertically, aids in protecting the product against showcase fading.

The product can be identified easily since the top of the package has the product name, the Peters trademark logo and a price island. The back of the package features serving suggestions, along with illustrated instructions for easy opening of the package.

Another specialized and conveyORIZED operation is the packaging of ring links. A wide belt conveyor divides two groups of operators. On one side, employees place ring links in Cryovac pouches and then put them on an incline belt conveyor.

As the product moves up, three operators on the other side of the

LEFT: All seasonings are batched in paper bags in central spice room. CENTER: Employee scoops ground beef to

be packaged in bulk tubs. RIGHT: Stainless steel cookers have easy-pour spout and geared tilting mechanism.



belt take the pouch, vacuum seal it and crimp it with Cryovac sealing machines. The sealed pouch is moved into a hot water shrinker and discharged on a conveyor that carries it past the checkweighing stations with Exact Weight scales.

With 1-lb. links, the operator weighs the item. If it makes weight, she places a pressure-sensitive sticker with a printed 1-lb. declared weight over the island on the pouch. If not, she enters the catch weight with a grease marking pencil.

The weighed rings are placed on a conveyor for movement to a central packoff station. Larger links are checkweighed and marked at separate tables.

From the three central packoff stations—frankfurter, sliced luncheon meat and ring product—the conveyor system continues to a box closure station. Here, working with a table top industrial tape dispenser, an operator seals all shipping containers by moving the box against the dispenser.

PORK DRESSING UNIT: The closed shipping containers move via conveyor into the holding cooler where they are placed on roller conveyor storage racks by a stock man. There are more than 100 of these conveyORIZED holding bays



LEFT: Operator uses table top unit to seal containers with industrial tape. RIGHT: Partial view of roller conveyor storage area used to hold packaged product is shown. Racks extend beyond conveyor which terminates at aisle.

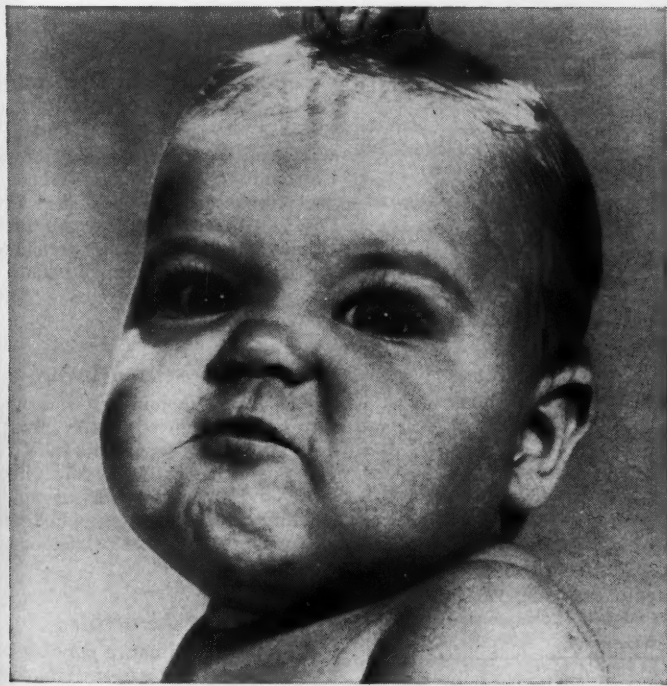


which terminate at the order assembly conveyor.

An additional cooler holds pork products from the firm's affiliated pork dressing plant which is located

in Chippewa Falls, Wisconsin.

An item packaged by the pork plant which has received excellent acceptance is the firm's lard-based shortening packed in clear plastic



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produce the world's finest
spices and seasonings
—to make your product
taste better!



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containers furnished by Neatway, R. E. Peters, the firm's president, says.

The company has a fleet of 50 refrigerated trucks which are operated by its driver-salesmen. All orders are assembled for salesmen by the shipping room crew.

In its expansion program the firm also has enlarged its pork conversion cooler located in the basement, as well as its cure cellar which is being furnished with stainless steel curing vats.

In a separate cooler Peters has set up a bulk ground beef packaging operation where the product is packaged in 5-lb.-capacity tubs fur-

nished by the Lily-Tulip Cup Corp.

In enlarging the work areas the sausage kitchen had to install additional hot water heating facilities. It did this by supplementing its heating tanks with a Pick hot water heating system which supplies 40 gpm. at a temperature rise of 120° F., reports St. Sauver.

WALL-MOUNTED: Advantages of the system are its limited space demands (it is wall-mounted), its positive temperature modulation of the water being heated and its limited demand on the boiler. The system demands steam only when hot water is being used in the plant. No

heat is lost through radiation, the plant's chief engineer declares.

The older 700-gal. tank hot water system is used for the limited needs of night operations.

The firm also has installed a 150-hp. automatic oil-fired boiler and additional Frick compressors to supply the needed refrigeration.

Currently being installed in the packaging room are Westinghouse bacterial lamps to increase further the protection of the product as it is being handled.

The Peters sausage kitchen handles a complete line of sausage and smoked meat products, listing about 70 in this category, including 33 sliced luncheon meat items. It promotes its products aggressively through various advertising media, relying mainly on television spot announcements. It has prime-time spots on all major TV stations in the twin cities, R. E. Peters reports.



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Firm Asks FDA Tolerance

A petition has been filed with the Food and Drug Administration by Moorman Manufacturing Co., Quincy, Ill., proposing the issuance of a regulation to establish tolerances of 2.750 parts per 1,000,000 (0.275 per cent) of *O* *O*-dimethyl *O*-(2,4,5-trichlorophenyl) phosphorothioate in feed for cattle and a zero tolerance of the same substance in the edible portions of cattle that have received the medicated feed for the purpose of controlling cattle grubs.

AFOUS to Hear Flemming

U. S. Secretary of Health, Education and Welfare Arthur S. Flemming will head the list of speakers at the 64th annual national conference of the Association of Food and Drug Officials on June 5-9 at the Baker Hotel, Dallas, Tex., announced AFOUS president Harold Clark of the Connecticut Food and Drug Commission, Hartford.

Pesticide Declaration

The House committee on interstate and foreign commerce has ordered favorably reported a bill (HR-7480) to amend the Federal Food, Drug and Cosmetic Act to require labeling of produce shipping containers with notice of pesticides applied after harvest.

Would Ban Abattoirs

A proposed ordinance pending before the City Council of Hammond, Ind., would ban slaughterhouses in that city. Firms now in business would have until January, 1962, to terminate their operations.



"Spruce-up" your beef

THE ECONOMICAL WAY

Restaurant provisioners, baby food manufacturers and frozen meat manufacturers are "sprucing-up" their beef and building extra profits for their fabricating departments by using the Model 66A Townsend Membrane Removal Machine.

This machine removes all the tough membrane and fell from the exposed surfaces of such cuts as veal and beef tenders and strips, beef livers, etc.

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THE NATIONAL PROVISIONER, APRIL 2, 1960

Flashes on suppliers

THE GRIFFITH LABORATORIES, INC.: FRANK PHILLIPS, who has been a sales representative in the Kansas-Missouri area, moved north recently where he will work in the Wisconsin territory covered for 35 years by his late father, MERVYN C. PHILLIPS.

TEE-PAK, INC.: The appointment of FRANKLYN A. WIDERGREN as field salesman for this Chicago food

casings manufacturer was announced recently by L. B. TAUBER, vice president. Widergren will cover a Midwest territory which includes Iowa and parts of Nebraska and Illinois.

TIME CHEMICAL INC.: This manufacturer of industrial cleaning compounds and detergents has moved into a new plant at 3950 S. Karlov Ave., Chicago. The building contains more than 43,000 sq. ft. of floor space, with an equal area of adjacent vacant property available for future expansion.

BARLIANT & CO.: President SAM BARLIANT has announced the

appointment of PEDRO CASAR ACHA of Agencias Bon Cas, S.A. 55-204 Uruguay, Mexico 1. D.F., as a representative for the firm in handling the Presto line of cutters, stuffers and linkers. He will also represent the company on all used and surplus equipment.

THE V. D. ANDERSON COMPANY: Engineer DONALD B. LEE, formerly located in Portland, Ind., has moved his headquarters to Boone, Ia., where he is servicing the states of North and South Dakota, Nebraska, Kansas, Minnesota, Iowa, Missouri, Wisconsin and Illinois. Announcement was made by officials of this Cleveland division of International Basic Economy Corp.

PURE CARBONIC COMPANY: G. C. CUSACK, executive vice president of this division of Air Reduction Co., Inc., has been named president of the division. He succeeds J. J. LINCOLN, JR., who has been transferred to the executive staff of the parent company.

CLEVELAND COTTON PRODUCTS CO.: This Cleveland supplier of cotton goods to the meat industry elected new officers recently: ROBERT C. WEISKOPF was elected president and secretary and his brother, RICHARD S., was chosen vice president and treasurer. CLARENCE FISHEL, former president, has retired from active participation.

ELI LILLY AND COMPANY: This Indianapolis concern has announced the formation of Elanco Products Company to market items resulting from Lilly's agricultural and industrial applications research. GEORGE L. VARNES was named president of the new division.

BASIC FOOD MATERIALS, INC.: Several executive changes at this Vermilion, O., firm were announced recently: RAY F. BEEREND, president, has been named chairman of the board; HARRY WEST, vice president, was named president; HAROLD MARKMAN has been promoted to vice president in charge of research and production; WALTER JUNGK and MIKE LEVINE are the new sales managers for the western and eastern divisions, respectively, and MARTHA BEEREND was named secretary-treasurer.

HACKNEY BROS. BODY CO.: This Wilson, N. C., organization has announced the appointment of Emmer Distributing Co. of Louisville as its direct factory representative on meat packing and dairy accounts in Kentucky, Indiana, western Tennessee and the Cincinnati area.

Cut refrigeration costs... promote safety WITH **CLEAR VIEW KOLD SAVER TRUCK AND CAR CURTAINS**

The saving in refrigeration costs alone more than pays for these low-cost vinyl plastic custom-fit curtains. The plus values of increased safety in using power equipment, of no need to launder, of toughness and durability ensure further opportunity for savings in the handling of your meat products.

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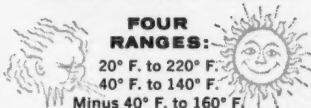
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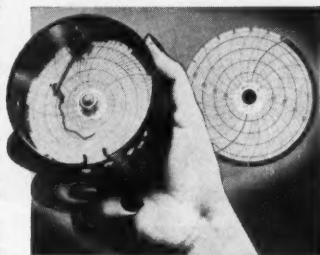
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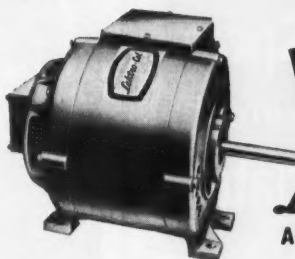
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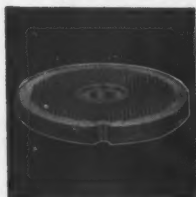
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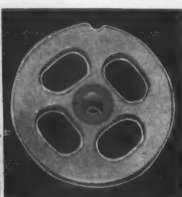
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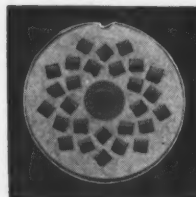
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New Sausage Plant

IN HIS new plant at Oakland, Cal., George Gonsalves (left), owner of Coast Sausage Co., is using modern air-conditioned smokehouses for the first time and is pleased with their performance. One of the two Julian Engineering Co. units holds six cages and the other three. The top picture shows the lineup of M. Rebizzo & Co. mixer, Boss silent cutter and Griffith horizontal Mince Master. In background is ice making machine; ice is formed on surface of rotating vertical drum on top and scrapings drop into storage bin. The Oakland firm uses a rapid chill cooler for franks. Meat Packers Equipment Co. furnished the equipment.

Cut in Louisville Rail Rates to East Advised

The Louisville meat industry has forged ahead in its three-year fight for more favorable rail rates on fresh meat shipped to the East.

Interstate Commerce Commission examiner Eugene McCloud held recently that the present rates, which are the same as those from Chicago to the East, are "unjust and unreasonable." He said the Louisville rates should be made more comparable to those from Indianapolis.

The rates from Louisville to New

York have been kept the same as those from Chicago to New York for 75 years. Louisville interests, including The Klarer Co. and Fischer Packing Co., argued that Louisville now competes with Indianapolis and Cincinnati more than with Chicago for the eastern business.

Indianapolis and Cincinnati have the same rate, which is 12¢ per cwt. lower than the rate from Louisville. The ICC examiner also recommended a rate reduction for Cincinnati to about 5¢ below the level for Indianapolis. The full Commission will render the final decision.

THE NATIONAL PROVISIONER, APRIL 2, 1963

ALL MEAT . . . output, exports, imports, stocks

Meat Production Up For Second Week

Production of meat under federal inspection for the week ended March 26 was up for the second straight week and reached 419,000,000 lbs. for a 3 per cent increase over the 407,000,000 lbs. for the previous week. Volume last week was also 13 per cent larger than the 371,000,000 lbs. produced in the same week last year. Slaughter of bovine stock and hogs was up for the week, with the same three classes also contributing to the gain over last year. Cattle kill numbered about 54,000 head larger than a year ago, with hogs showing about a 129,000-head, or 10 per cent edge over such slaughter a year ago. Meat production and slaughter by classes appear below as follows:

Week Ended	BEEF		PORK	
	Number	Production	Number	Production
	M's	Mil. lbs.	(Excl. lard)	
March 26, 1960	350	208.2	1,370	187.4
March 19, 1960	340	204.3	1,335	180.4
March 28, 1959	296	178.5	1,241	169.1

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number	Production	Number	Production	
	M's	Mil. lbs.	M's	Mil. lbs.	Mil. lbs.
March 26, 1960	110	11.8	235	11.8	419
March 19, 1960	100	10.5	240	12.2	407
March 28, 1959	100	10.8	246	12.4	371

1950-60 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.
1950-60 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
March 26, 1960	1,035	596	238	137
March 19, 1960	1,045	601	235	135
March 28, 1959	1,048	603	237	136

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
March 26, 1960	190	107	105	50	—	42.3
March 19, 1960	185	105	105	51	—	41.3
March 28, 1959	190	108	104	50	14.9	41.2

F. I. SLAUGHTER BY REGIONS

United States federally inspected slaughter by regions in 1959, totals compared, as reported by the USDA, in 000's.

Region	Cattle	Calves	Hogs	S & L
N. Atl. states	110	88	502	190
S. Atl. states	37	24	332	...
N.C. states—East.	255	141	1,406	107
N.C. states—N.W.	471	60	2,244	360
N.C. states—S.W.	157	9	566	70
S. Central states	119	45	480	60
Mountain states	106	2	112	137
Pacific states	182	20	199	152

Totals, Feb. 1960...1,437 389 5,841 1,076
Totals, Feb. 1959...1,219 377 5,686 1,080
Other animals slaughtered under federal inspection: Feb. 1960—horses, 4,299; and goats, 1,795; Feb. 1959—horses, 5,314; and goats, 8,720.

CHICAGO LARD STOCKS

Stocks of drummed lard in Chicago were reported in pounds by the Board of Trade, as follows:

	Mar. 25	Mar. 18
	1960	1960
P. S. lard (a)	5,640,274	5,640,274
P. S. lard (b)	120,000	120,000
Dry rendered lard (a)	1,360,408	1,360,408
Dry rendered lard (b)	1,707,285	1,707,285
TOTAL LARD	8,827,967	8,827,967

(a) Made since October 1, 1959.
(b) Made previous to October 1, 1959.

SLICED BACON PRODUCTION

Sliced bacon production for the week ended March 12 amounted to 2,989,864 lbs., according to the U. S. Department of Agriculture.

U.S. LARD STOCKS

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on February 29, 1960 totaled 146,800,000 lbs. This volume compared with 135,600,000 lbs. in stock on January 31 and 117,900,000 lbs. at the close of February 1959.

WEEKLY MEAT BONING

A total of 20,535,073 lbs. of meat was boned in the week ended March 12, the U.S. Department of Agriculture has reported. Of this volume, 11,131,977 lbs. were beef, 8,073,801 lbs. pork and 1,329,295 lbs. were other meat.

Meat Prices Continue To Rise

Meats were among consumer commodities which increased in price during the week ended March 22, and reached their highest level since late September. The average wholesale price index on meats at 96.8 was the up from 96.4 for the previous week and compared with 98.6 a year ago. The average primary market price index hit a new high of 120.1 on the basis of the 1947-49 average of 100 100 per cent.

New Oregon Law Regulates Processing, Sale Of Pet Food

Sanitation and labeling provisions surrounding the production of meat food for animals and pets are contained in new regulations adopted by the Oregon State Department of Agriculture. Under 1959 legislation, processors of animal or pet foods are required to obtain a license from the department.

Under the regulations, no animal intended for human consumption may be slaughtered or processed in a pet and animal food slaughter establishment. However, plants which slaughter meat for human consumption may process, handle or sell pet or animal food provided the latter operations are conducted in a separate room or rooms with separate equipment.

As a further safeguard to human consumers, meat or meat products from animals slaughtered for pet or animal food must be treated with a harmless dye or powdered charcoal. This treatment must be sufficient to earmark the meat as not for humans.

Labels on pet or animal food must contain, in addition to processor's name and address, net weight and contents, the words "Pet Food," "Animal Food" or "Dog and Cat Food"—plus the wording "not for human consumption." Only sealed retail containers, retort processed, are exempt from the "not for human consumption" on the label.

USDA Buys 2,448,000 lbs. Lard Last Week At Cost Of \$271,000

The U. S. Department of Agriculture late last week purchased an additional 2,448,000 lbs. of lard in its continuing program to help bolster the live hog market and for distribution to needy persons and eligible institutions. Prices on lard packed in 1-lb. and 2-lb. cartons only ranged from 10.97¢ to 11.08¢ per lb. About \$271,000 in Section 32 funds were spent on last week's lard buy.

Offers were accepted from five of the 10 bidders, who offered a total of 6,720,000 lbs. of lard. Accepted bids are scheduled for delivery during the period from April 23 through May 8 this year.

The purchase brings the total lard bought by USDA since October 22, 1959, to 53,880,000 lb. at a cost of about \$6,419,000. Of the total, 31,920,000 lbs. have been in 1-lb. and 2-lb. cartons.

PROCESSED MEATS . . . SUPPLIES

February Meat Food Processing Down From Volume In January, But Above Total For Same Month Of Last Year

Processing of meat and meat food products under federal inspection in February, although down from the record volume for January, exceeded February 1959 volume by a small margin. The total of all products handled was 1,382,759,000 lbs.

compared with 1,357,503,000 lbs. for the same period last year.

Sausage production, with gains in output of franks and other cooked items, rose to 125,639,000 lbs. from 120,705,000 lbs. last year. Processing of meat loaves, head cheese, chili,

etc., was also above last year.

Processors turned out 45,440,000 lbs. of steaks, chops and roasts compared with 39,347,000 lbs. a year ago.

In pork products, slicing of bacon at 76,481,000 lbs. was up from 72,168,000 lbs. last year, while lard rendering declined to 163,848,000 lbs. from 175,720,000 lbs. last year.

MEAT AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JANUARY 31, 1960 THROUGH FEBRUARY 27, 1960 COMPARED WITH CORRESPONDING PERIOD, FEBRUARY 1 THROUGH FEBRUARY 28, 1959.

	Jan. 31-Feb. 27 1960	Feb. 1-28 1959	8 Weeks 1960	8 Weeks 1959
Placed in cure—				
Beef	10,789,000	11,117,000	24,349,000	22,836,000
Pork	248,246,000	253,684,000	535,153,000	531,896,000
Other	290,000	66,000	614,000	119,000
Smoked and/or dried—				
Beef	3,696,000	3,290,000	7,367,000	7,697,000
Pork	177,026,000	172,978,000	386,786,000	369,577,000
Cooked Meat—				
Beef	6,407,000	6,787,000	13,940,000	13,922,000
Pork	17,782,000	19,276,000	37,490,000	39,541,000
Other	199,000	155,000	549,000	330,000
Sausage—				
Fresh finished	21,911,000	25,715,000	48,168,000	49,246,000
To be dried or semi-dried	9,264,000	9,701,000	19,823,000	20,098,000
Franks, wieners	46,501,000	42,332,000	96,097,000	89,835,000
Other, smoked, or cooked	47,963,000	42,957,000	99,253,000	90,395,000
Total sausage	135,639,000	120,705,000	263,341,000	249,574,000
Loaf, head cheese, chili, jellied prod.	15,137,000	13,947,000	30,451,000	29,465,000
Steaks, chops, roasts	45,440,000	39,347,000	94,359,000	82,519,000
Meat extract	161,000	125,000	358,000	290,000
Sliced bacon	76,481,000	72,168,000	169,784,000	158,706,000
Sliced other	20,599,000	18,396,000	42,223,000	37,699,000
Hamburger	14,153,000	13,880,000	33,386,000	27,769,000
Miscellaneous meat product	15,626,000	15,809,000	32,335,000	31,313,000
Lard, rendered	163,848,000	175,720,000	363,531,000	358,519,000
Lard, refined	117,666,000	129,378,000	269,435,000	257,828,000
Oil, stock	5,274,000	5,501,000	11,605,000	11,690,000
Edible tallow	26,573,000	27,650,000	54,700,000	57,944,000
Compound containing animal fat	65,890,000	60,665,000	127,554,000	124,104,000
Oil/margarine containing animal fat	14,200,000	9,402,000	26,516,000	18,644,000
Canned product (for civilian use and Dept. of Defense)	208,932,000	196,457,000	427,728,000	399,416,000
Totals*	1,382,759,000	1,357,503,000	2,955,075,000	2,831,399,000

*These figures represent "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then smoking, slicing.

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION JANUARY 31-FEBRUARY 27, 1960

	Pounds of Finished Product—	Consumer
	Slicing Institutional Sizes (3 lbs. or over)	Packages or Shelf Sizes (under 3 lbs.)
Luncheon meat	12,160,000	15,959,000
Canned hams	28,561,000	813,000
Corned beef hash	450,000	6,145,000
Chili con carne	953,000	11,090,000
Viennas	255,000	4,220,000
Franks, wieners in brine	19,000	414,000
Deviled ham	36,000	713,000
Other potted or deviled meat food products		2,590,000
Tamales	202,000	2,582,000
Sliced dried beef	3,000	246,000
Chopped beef		510,000
Meat stew (all product)	287,000	10,339,000
Spaghetti meat products	171,000	8,883,000
Tongue (other than pickled)	22,000	89,000
Vinegar pickled products	750,000	1,307,000
Bulk sausage		662,000
Hamburger, roasted or corned beef, meat and gravy	451,000	3,364,000
Soups	1,757,000	49,185,000
Sausage in oil	376,000	415,000
Tripe		304,000
Brains		149,000
Loins and picnics	3,523,000	87,000
All other meat with meat and/or meat by-products—20% or more	1,255,000	7,887,000
Less than 20%	2,860,000	23,120,000
Totals	54,094,000	147,908,000

DOMESTIC SAUSAGE

Pork sausage, bulk, (cl. lb.)	30 @ 37½
Pork sausage, sheep cas., in 1-lb. package	50 @ 54
Franks, sheep casing, in 1-lb. package	63 @ 69
Bologna, ring, bulk	47½ @ 52
Bologna, a.c., bulk	36 @ 42
Smoked liver, n.c., bulk	46 @ 52
Smoked liver, a.c., bulk	37 @ 45
Polish sausage, self-service pack.	57 @ 69
New Eng. lunch spec.	60 @ 66
Olive loaf, bulk	45½ @ 53
Blood and tongue, n.c.	56 @ 69
Blood, tongue, a.c.	45½ @ 54
Pepper loaf, bulk	60 @ 64½
Pickle & Pimento loaf	43½ @ 53
Bologna, a.c., sliced	
6, 7-oz. pack, doz.	2.61 @ 3.60
New Eng. lunch spec., sliced, 6, 7-oz., doz.	3.93 @ 4.92
Olive loaf, sliced, 6, 7-oz., doz.	2.93 @ 3.84
P.L. sliced, 6-oz., doz.	3.55 @ 4.80
P&P loaf, sliced, 6, 7-oz., dozen	2.78 @ 3.60

DRY SAUSAGE

Cervelat, hog bungs	1.04 @ 1.06
Thuringer	63 @ 65
Farmer	87 @ 89
Holsteiner	76 @ 78
Salami, B.C.	95 @ 97
Salami, Genoa style	1.06 @ 1.08
Salami, cooked	52 @ 54
Pepperoni	86 @ 88
Sicilian	99 @ 1.01
Goteborg	87 @ 89
Mortadella	60 @ 62

CHGO. WHOLESALE

SMOKED MEATS

Wednesday, March 30, 1960	(av.)
Hams, to-be-cooked, 14/16, wrapped	51
Hams, fully cooked, 14/16, wrapped	52
Hams, to-be-cooked, 16/18, wrapped	51
Hams, fully cooked, 16/18, wrapped	52
Bacon, fancy, de-rind, 8/10 lbs., wrapped	37
Bacon, fancy sq. cut, seed-less, 10/12 lbs., wrapped	35
Bacon, No. 1, sliced 1-lb. heat seal, self-service pkg.	50

SPICES

(Basis Chicago, original barrels, bags, bales)

	Whole Ground
Allspice, prime	86
Refined	99
Chili pepper	56
Chili powder	56
Cloves, Zanzibar	60
Ginger, Jamaica	48
Mace, fancy Banda	3.50
East Indies	2.95
Mustard flour, fancy	43
No. 1	38
West Indies nutmeg	1.82
Paprika, American, No. 1	52
Paprika, Spanish, No. 1	67
Cayenne pepper	63
Pepper:	
Red, No. 1	56
White	1.17
Black	79

SAUSAGE CASINGS

(Lcl prices quoted to manufacturers of sausage)

Beef rounds: (Per set)	
Clear, 29/35 mm.	1.25 @ 1.35
Clear, 35/38 mm.	1.25 @ 1.35
Clear, 35/40 mm.	1.05 @ 1.10
Clear, 38/40 mm.	1.25 @ 1.35
Clear, 44 mm./up	2.10 @ 2.25
Not clear, 40 mm./dn.	75 @ 85
Not clear, 40mm./up	95 @ 1.05
Beef weasands: (Each)	
No. 1, 24 in./up	13 @ 15
No. 1, 22 in./up	16 @ 18
Beef middles: (Per set)	
Ex. wide, 2½ in./up	3.60 @ 3.85
Spec. wide, 2½-2½ in.	2.65 @ 2.90
Spec. med. 1½-2½ in.	1.75 @ 2.00
Narrow, 1½ in./dn.	1.15 @ 1.30
Beef bungs caps: (Each)	
Clear, 5 in./up	38 @ 42
Clear, 4½-5 inch	29 @ 34
Clear, 4-4½ inch	20 @ 22
Clear, 3½-4 inch	16 @ 19
Beef bladders, salted: (Each)	
7½ inch/up, inflated	21
6½-7½ inch, inflated	14
5½-6½ inch, inflated	12 @ 14
Pork casings: (Per hank)	
29 mm./down	4.45 @ 4.55
29/32 mm.	4.35 @ 5.00
32/35 mm.	3.20 @ 3.35
35/38 mm.	2.50 @ 2.75
38/42 mm.	2.25 @ 2.50
Hog bungs: (Each)	
Sow, 34 inch cut	62 @ 64
Export, 34 in. cut	53 @ 57
Large prime, 34 in.	42 @ 45
Med. prime, 34 in.	29 @ 32
Small prime	16 @ 22
Middles, cap off	70 @ 75
Hog skips	7 @ 10
Hog runners, green	15 @ 20

Sheep casings: (Per hank)	
26/28 mm.	5.35 @ 5.45
24/26 mm.	5.25 @ 5.35
22/24 mm.	4.15 @ 4.25
20/22 mm.	3.65 @ 3.75
18/20 mm.	2.70 @ 2.80
16/18 mm.	1.35 @ 1.45

CURING MATERIALS

Nitrite of soda, in 400-lb. Cwt.	
bbis., del. or f.o.b. Chgo	\$11.90
Pure refined gran. nitrate of soda	5.80
Pure refined powdered nitrate of soda	8.60
Salt, paper sacked, f.o.b. Chgo.	30.50
Rock salt in 100-lb. bags, f.o.b. whse., Chgo	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	6.30
Refined standard cane gran., deliv'd Chgo.	9.30
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.85
Dextrose, regular:	
Celose, (carlots, cwt.)	7.41
Ex-warehouse, Chicago	7.50

SEEDS AND HERBS

(Lcl. lb.)	Whole Ground
Caraway seed	28
Cominos seed	47
Mustard seed	
fancy	23
yellow Amer.	17
Coriander	37
Morocco, No. 1	20
Marjoram, French	54
Sage, Dalmatian, No. 1	59

FRESH MEATS... Chicago and outside

CHICAGO

March 29, 1960

CARCASS BEEF

Steers, gen. range: (carlots, lb.)	
Prime, 700/800	none qtd.
Choice, 500/600	44½
Choice, 600/700	44½
Choice, 700/800	44
Good, 500/600	42
Good, 600/700	41½
Bull	36
Commercial cow	32
Canner-cutter cow	31

PRIMAL BEEF CUTS

Prime:	
Rounds, all wts.	55 @ 56
Tr. loins, 50/70 (cl) 90 ..	41½
Sq. chux, 70/90	41½
Arm chux, 80/110	39½
Ribs, 25/35 (cl)	65 @ 68
Briskets (cl)	33 @ 33½
Navels, No. 1	13¼ @ 13½
Flanks, rough No. 1. 13½ @ 13¾	
Choice:	
Hindqtrs., 5/800	53
Foreqtrs., 5/800	36¾
Rounds, 70/90 lbs.	53
Tr. loins, 50/70	72 @ 80
Sq. chux, 70/90	41½
Arm chux, 80/110	39½
Ribs, 25/30 (cl)	39½
Ribs, 25/30 (cl)	37 @ 60
Briskets (cl)	33 @ 33½
Navels, No. 1	13¼ @ 13½
Flanks, rough No. 1. 13½ @ 13¾	
Good (all wts.):	
Sq. chuck,	40 @ 41
Rounds	51 @ 52½
Briskets	32 @ 32½
Ribs	47 @ 50
Loins, trim'd.	62 @ 65

COW, BULL TENDERLOINS

C&C grade, fresh (Job lots, lb.)	
Cow, 3 lbs./down	80 @ 85
Cow, 3/4 lbs.	93 @ 99
Cow, 4/5 lbs.	1.00 @ 1.05
Cow, 5 lbs./up	1.14 @ 1.18
Bull, 5 lbs./up	1.14 @ 1.18

CARCASS LAMB

Prime, 30/45 lbs.	46 @ 49
Prime, 45/55 lbs.	45 @ 48
Prime, 55/65 lbs.	42 @ 45
Choice, 30/45 lbs.	46 @ 49
Choice, 45/55 lbs.	45 @ 48
Choice, 55/65 lbs.	42 @ 45
Good, all wts.	41 @ 47

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Mar. 29	San Francisco Mar. 29	No. Portland Mar. 29
FRESH BEEF (Carcass):			
STEER:			
Choice, 5-600 lbs.	\$44.50 @ 47.00	\$46.00 @ 47.00	\$45.50 @ 46.50
Choice, 6-700 lbs.	44.00 @ 46.00	44.00 @ 46.00	44.50 @ 46.00
Good, 5-600 lbs.	42.00 @ 44.00	43.00 @ 45.00	43.50 @ 45.00
Good, 6-700 lbs.	40.00 @ 42.00	42.00 @ 44.00	43.00 @ 44.00
COW:			
Commercial, all wts.	34.00 @ 36.00	35.00 @ 38.00	37.00 @ 39.00
Utility, all wts.	33.00 @ 35.00	32.00 @ 34.00	36.00 @ 38.00
Canner-cutter	30.00 @ 33.00	30.00 @ 32.00	34.00 @ 36.00
Bull, util. & com'l.	37.00 @ 41.00	38.00 @ 40.00	40.00 @ 42.00
FRESH CALF:			
Choice, 200 lbs./down ..	(Skin-off) 48.00 @ 52.00	(Skin-off) None quoted	(Skin-off) 43.00 @ 53.00
Good, 200 lbs./down ..	47.00 @ 50.00	48.00 @ 52.00	41.00 @ 51.00
LAMB (Carcass):			
Prime, 45-55 lbs.	41.00 @ 43.00	43.00 @ 47.00	44.00 @ 46.00
Prime, 55-65 lbs.	39.00 @ 40.00	40.00 @ 43.00	None quoted
Choice, 45-55 lbs.	41.00 @ 43.00	43.00 @ 46.00	44.00 @ 46.00
Choice, 55-65 lbs.	39.00 @ 40.00	40.00 @ 43.00	None quoted
Good, all wts.	37.00 @ 39.00	39.00 @ 44.00	42.00 @ 45.00
FRESH PORK: (Carcass) (Packer style)			
135-175 lbs. U.S. No. 1-3	None quoted	(Shipper style) None quoted	(Shipper style) 25.00 @ 27.00
LOINS:			
8-10 lbs.	44.00 @ 47.00	45.00 @ 49.00	45.00 @ 48.00
10-12 lbs.	44.00 @ 47.00	46.00 @ 49.00	45.00 @ 48.00
12-16 lbs.	43.00 @ 47.00	43.00 @ 47.00	45.00 @ 48.00
PICNICS: (Smoked)			
4-8 lbs.	30.00 @ 35.00	30.00 @ 34.00	30.00 @ 35.00
HAMS:			
12-16 lbs.	45.00 @ 55.00	48.00 @ 53.00	48.50 @ 54.00
16-18 lbs.	46.00 @ 54.00	48.00 @ 51.00	47.50 @ 52.00

NEW YORK

March 29, 1960

CARCASS BEEF AND CUTS

Prime steer: (cl, lb.)	
Carcass, 6/700	49 @ 51½
Carcass, 7/800	49 @ 51½
Carcass, 8/900	48½ @ 51½
Hinds, 6/700	62 @ 68
Hinds, 7/800	62 @ 67
Rounds, cut across, flank off	55 @ 60
Rds., dia. bone, f.o.	55½ @ 60
Short loins, untrim.	102 @ 115
Short loins, trim.	125 @ 150
Flanks	16 @ 20
Ribs	66 @ 72
Armchucks	41 @ 45
Briskets	36 @ 41
Plates	12½ @ 17
Choice steer:	
Carcass, 6/700	47 @ 49
Carcass, 7/800	46 @ 47
Carcass, 8/900	45 @ 46
Hinds, 6/700	55 @ 59
Hinds, 7/800	53 @ 58
Rounds, cut across, flank off	54½ @ 59
Rds., dia. bone, f.o.	55 @ 59
Short loins, untrim.	62 @ 72
Short loins, trim.	80 @ 95
Flanks	16 @ 20
Ribs	53 @ 59
Armchucks	40 @ 44
Briskets	35 @ 41
Plates	12 @ 17
Good steer:	
Carcass, 5/700	43½ @ 45
Carcass, 7/800	43½ @ 45½
Hinds, 6/700	51 @ 55
Hinds, 7/800	50 @ 54
Rounds, cut across, flank off	53½ @ 57
Rds., dia. bone, f.o.	54½ @ 58
Short loins, untrim.	55 @ 59
Short loins, trim.	70 @ 86
Flanks	15½ @ 19
Ribs	47 @ 54
Armchucks	38 @ 42

FANCY MEATS

Veal breads, 6/12-oz.	1.38
12-oz./up	1.57
Beef livers, selected	38
Beef kidneys	23
Oxtails, ¾-lb., frozen	19

VEAL SKIN-OFF

(Carcass prices, cl, lb.)	
Prime, 90/120	60 @ 66
Prime, 120/150	59 @ 65
Choice, 90/120	51 @ 57
Choice, 120/150	51 @ 58
Good, 60/90	45 @ 49
Good, 90/120	47 @ 51
Good, 120/150	44 @ 48
Good calf, all wts.	43 @ 47
Good calf, all cuts	41 @ 44

CARCASS LAMB

(cl, lb.)	
Prime, 35/45	46 @ 52
Prime, 45/55	48 @ 52
Prime, 55/65	48 @ 51
Choice, 35/45	48 @ 51
Choice, 45/55	44 @ 48
Choice, 55/65	43 @ 45
Good, 35/45	42 @ 45
Good, 45/55	41 @ 44
Good, 55/65	40 @ 42
(Carlots, lb.)	
Choice, 35/45	43 @ 47
Choice, 45/55	42 @ 44
Choice, 55/65	41 @ 44

CARCASS BEEF

(Carlots, lb.)	
Steer, choice, 6/700	46 @ 46½
Steer, choice, 7/800	45½ @ 46
Steer, choice, 8/900	45 @ 45½
Steer, good, 6/700	43½ @ 44½
Steer, good, 7/800	43½ @ 44½
Steer, good, 8/900	42 @ 42½

PHILA. FRESH MEATS

March 29, 1960

Prime steer: (cl, lb.)	
Carcass, 5/700	51 @ 51½
Carcass, 7/900	49 @ 51½
Rounds, flank off	56 @ 59
Loins, full, untr.	68 @ 70
Loins, full, trim.	88 @ 90
Ribs, 7-bone	65 @ 70
Armchux, 5-bone	41 @ 44
Briskets, 5-bone	35 @ 37
Choice steer:	
Carcass, 5/700	46 @ 47½
Carcass, 7/900	45½ @ 47
Rounds, flank off	56 @ 58
Loins, full, untr.	53 @ 56
Loins, full, trim.	68 @ 73
Ribs, 7-bone	56 @ 59
Armchux, 5-bone	40 @ 43
Briskets, 5-bone	35 @ 37
Good steer:	
Carcass, 5/700	43 @ 45½
Carcass, 7/900	42½ @ 45
Rounds, flank off	54 @ 56
Loins, full, untr.	47 @ 51
Loins, full, trim.	60 @ 65
Ribs, 7-bone	49 @ 54
Armchux, 5-bone	39 @ 41
Briskets, 5-bone	35 @ 37
COW CARCASS:	
Comm'l. 350/700	35½ @ 37½
Utility 350/700	34½ @ 36½
Can-cut 350/700	34½ @ 36½
VEAL CARC:	
Choice Good 60/90 lbs.	54 @ 56 46 @ 48
90/120 lbs.	55 @ 57 47 @ 50
120/150 lbs.	55 @ 57 47 @ 50
LAMB CARC:	
Choice 35/45 lbs.	49 @ 53 48 @ 52
45/55 lbs.	48 @ 51 47 @ 50
55/65 lbs.	45 @ 48 45 @ 47

Phila., N. Y. Fresh Pork

PHILADELPHIA: (local, cl, lb.)	
Reg., loins, 8/12	44 @ 46
Reg., loins, 12/16	42 @ 44
Boston Butts, 4/8	34 @ 38
Spareribs, sheet	40 @ 42
Skinned hams, 12/14	45½ @ 47
Skinned hams, 12/14	44 @ 46
Picnics, S.S. 4/8	26 @ 28
Picnics, S.S. 6/8	25 @ 27
Bellies, 10/14	24 @ 26
NEW YORK: (Box lots, lb.)	
Reg., loins, 8/12	42 @ 48
Reg., loins, 12/16	41 @ 46
Hams, sknd., 12/16	44 @ 48
Boston butts, 4/8	34 @ 40
Regular picnics, 4/8	27 @ 32
Spareribs, 3/down	39 @ 45

CHGO. FRESH PORK AND PORK PRODUCTS

March 29, 1960	
Hams, skinned, 10/12	45
Hams, skinned, 12/14	44
Hams, skinned, 14/16	42
Picnics, 4/6 lbs.	24
Picnics, 6/8 lbs.	23½
Pork loins, boneless	65
Shoulders, 16/dn.	27½
(Job lots, lb.)	
Pork livers, selected	12½ @ 13
Tenderloins, fresh, 10's 69 ..	9 @ 72
Neck bones, bbls.	9 @ 9½
Feet, s.c., bbls.	10

OMAHA, DENVER MEATS

(Carcass carlots, cwt.)	
Omaha, March 30, 1960	
Choice steer, 6/700	\$43.75 @ 44.25
Choice steer, 7/800	43.25 @ 43.75
Choice steer, 8/900	42.75 @ 43.25
Good steer, 6/800	40.50 @ 41.50
Choice heifer, 5/700	42.50 @ 42.75
Good heifer, 5/700	39.00 @ 39.50
Cow, C-C & util.	30.50
Denver, March 30, 1960	
Choice steer, 6/700	43.50 @ 43.75
Choice steer, 7/800	43.00 @ 43.50
Choice steer, 8/900	42.00 @ 42.50
Choice heifer, 6/700	43.00
Lamb, ch. & pr. 45/50	42.00
Lamb, ch. & pr. 55/65	39.50 @ 40.00

CHGO. PORK SAUSAGE

MATERIALS—FRESH

Pork trimmings: (Job lots)	
40% lean, barrels	16 @ 16½
50% lean, barrels	18½
80% lean, barrels	34
95% lean, barrels	37
Pork, head meat	28
Pork cheek meat	35
Trimmed, barrels	49 @ 53 48 @ 52
Pork cheek meat, untrimmed	30

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, March 30, 1960)

SKINNED HAMS				BELLIES			
F.F.A. or fresh		Frozen		F.F.A. or fresh		Frozen	
44b	10/12	43 1/4		24n	6/8	24n	
43	12/14	41 1/4		26	8/10	26	
41 1/2 @ 42	14/16	40 1/4		27	10/12	27	
40	16/18	40 1/4		27	12/14	27	
39 1/2	18/20	39 1/4		23 1/2	14/16	23 1/2	
39	20/22	39		23	16/18	23 @ 23 1/2	
39	22/24	39		21 1/2	18/20	21 1/2	
39	24/26	39		D.S. BRANDED BELLIES (CURED)			
38 1/2	25/30	38 1/2		n. q.	20/25	19 1/2	
36 1/2	25/up, 2s in	36 1/2		n. q.	25/30	19n	
				G.A. froz., fresh	D.S. Clear		
				17	20/25	18n	
				16 1/2b	25/30	17 1/2n	
				15n	30/35	17n	
				15b	35/40	17n	
				15b	40/50	16 1/2 @ 18 1/2	
PICNICS				FAT BACKS			
F.F.A. or fresh		Frozen		Frozen or fresh		Cured	
23	4/6	23		7n	6/8	7	
22 1/2	6/8	22 1/2		7n	8/10	7	
22	8/10	22		7n	10/12	8	
22	10/12	22		8n	12/14	9 1/4	
22	f.f.a. 8/up 2's in	22		8 1/2n	14/16	10	
22	fresh 8/up 2's in	22		8 1/2n	16/18	10	
				9n	18/20	10 1/2	
				9n	20/25	10 1/2	
FRESH PORK CUTS				OTHER CELLAR CUTS			
Job Lot		Car Lot		Frozen or fresh		Cured	
42 @ 43	Loins, 12/dn	41		12	Sq. Jowls, boxed	n. q.	
41	Loins, 12/16	40 1/4		9	Jowl Butts, loose	9 1/2n	
39	Loins, 16/20	38		9 1/2	Jowl Butts, boxed	n. q.	
36	Loins, 20/up	36					
33	Butts, 4/8	31 @ 32					
29	Butts, 8/12	28 1/2n					
29	Butts, 8/up	28 1/2n					
39	Ribs, 3/dn	38					
31	Ribs, 3/5	30 1/4					
20	Ribs, 5/up	20b					

LARD FUTURES PRICES

(Drum contract basis)

FRIDAY, MARCH 25, 1960

	Open	High	Low	Close
May	9.20	9.22	9.20	9.22a
July	9.60	9.62	9.57	9.62b
Sept.	9.77	9.85	9.77	9.85b
Oct.	9.90	9.90	9.90	9.90

Sales: 1,440,000 lbs.

Open interest at close, Thurs., Mar. 24: May, 165; July, 191; Sept., 121; and Oct., 24 lots.

MONDAY, MARCH 28, 1960

	May	July	Sept.	Oct.
Open	9.50	9.50	9.50	9.57a
High	9.55	9.52	9.85	9.92a
Low	9.50	9.52	9.85	9.92a
Close	9.50	9.52	9.85	9.92a

Sales: 5,044,000 lbs.

Open interest at close, Fri., Mar. 25: May, 159; July, 193; Sept., 120; and Oct., 27 lots.

TUESDAY, MARCH 29, 1960

	May	July	Sept.	Oct.
Open	9.55	9.55	9.47	9.47b
High	9.92	9.92	9.82	9.82
Low	9.55	9.55	9.47	9.47b
Close	9.55	9.55	9.47	9.47b

Sales: 1,560,000 lbs.

Open interest at close, Mon., Mar. 28: May, 166; July, 188; Sept., 126; and Oct., 31 lots.

WEDNESDAY, MARCH 30, 1960

	May	July	Sept.	Oct.
Open	9.60	9.65	9.55	9.60
High	9.77	9.92	9.77	9.92a
Low	9.60	9.65	9.55	9.60
Close	9.60	9.65	9.55	9.60

Sales: 1,560,000 lbs.

Open interest at close, Tues., Mar. 29: May, 164; July, 189; Sept., 131; and Oct., 31 lots.

THURSDAY, MARCH 31, 1960

	May	July	Sept.	Oct.
Open	9.65	9.72	9.60	9.60
High	9.97	10.07	9.95	9.95
Low	9.65	9.72	9.60	9.60
Close	9.65	9.72	9.60	9.60

Sales: 2,000,000 lbs.

Open interest at close, Wed., Mar. 30: May, 159; July, 185; Sept., 134; and Oct., 34 lots.

LARD FUTURES PRICES

(Loose contract basis)

FRIDAY, MARCH 25, 1960

	Open	High	Low	Close
May	8.12b	8.12b	8.12b	8.12b
July	8.35	8.35	8.35	8.35
Sept.	8.78b	8.78b	8.78b	8.78b
Oct.	9.10	9.10	9.10	9.10

Sales: none.

Open interest at close, Thurs., Mar. 24: July, 1; and Sept., 52 lots.

MONDAY, MARCH 28, 1960

	May	July	Sept.	Oct.
Open	8.25b	8.25b	8.25b	8.25b
High	8.25b	8.25b	8.25b	8.25b
Low	8.25b	8.25b	8.25b	8.25b
Close	8.25b	8.25b	8.25b	8.25b

Sales: none.

Open interest at close, Fri., Mar. 25: July, 1; and Sept., 52 lots.

TUESDAY, MARCH 29, 1960

	May	July	Sept.	Oct.
Open	8.25b	8.25b	8.25b	8.25b
High	8.25b	8.25b	8.25b	8.25b
Low	8.25b	8.25b	8.25b	8.25b
Close	8.25b	8.25b	8.25b	8.25b

Sales: none.

Open interest at close, Mon., Mar. 28: July, 1; and Sept., 52 lots.

WEDNESDAY, MARCH 30, 1960

	May	July	Sept.	Oct.
Open	8.50b	8.50b	8.50b	8.50b
High	8.50b	8.50b	8.50b	8.50b
Low	8.50b	8.50b	8.50b	8.50b
Close	8.50b	8.50b	8.50b	8.50b

Sales: none.

Open interest at close, Tues., Mar. 29: July, 1; and Sept., 52 lots.

THURSDAY, MARCH 31, 1960

	May	July	Sept.	Oct.
Open	8.50b	8.50b	8.50b	8.50b
High	8.50b	8.50b	8.50b	8.50b
Low	8.50b	8.50b	8.50b	8.50b
Close	8.50b	8.50b	8.50b	8.50b

Sales: none.

Open interest at close, Wed., Mar. 30: July, 1; and Sept., 52 lots.

MARGINS ON MEDIUMWEIGHT HOGS BETTER

(Chicago costs, credits and realizations for Monday and Tuesday)

The situation which affected cut-out margins was almost a duplicate of developments last week, when rising live hog prices nullified markups in pork. The departure this week was only in the fact that the negative margins on mediumweights narrowed some, while those on the other two classes fell back.

	-180-220 lbs.—		-220-240 lbs.—		-240-270 lbs.—	
	Value		Value		Value	
	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield	per cwt. alive	per cwt. fin. yield
Lean cuts	\$11.99	\$17.10	\$11.41	\$15.94	\$11.08	\$15.43
Fat cuts, lard	4.21	6.01	4.33	6.09	3.91	5.42
Ribs, trimmings, etc.	1.99	2.85	1.83	2.56	1.62	2.29
Cost of hogs	16.00		16.19		15.99	
Condemnation loss	.08		.08		.08	
Handling, overhead	2.31		2.10		1.89	
TOTAL COST	18.39	26.27	18.37	25.69	17.96	25.01
TOTAL VALUE	18.18	25.96	17.57	24.59	16.63	23.16
Cutting margin	-.21	-.31	-.80	-.10	-.13	-.15
Margin last week	-.18	-.27	-.92	-.130	-.11	-.133

PACIFIC COAST WHOLESALE LARD PRICES

	Los Angeles	San Francisco	No. Portland
1-lb. cartons	13.00 @ 16.00	15.00 @ 16.00	13.00 @ 15.30
50-lb. cartons & cans	12.00 @ 14.00	13.00 @ 15.00	None quoted
Tierces	11.00 @ 12.50	12.50 @ 14.50	10.50 @ 14.00

PACKERS' WHOLESALE

LARD PRICES

Wednesday, March 30, 1960

	Refined lard, drums, f.o.b.
Chicago	\$11.75
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	12.25
Kettle rendered, 50-lb. tins, f.o.b. Chicago	13.25
Leaf, kettle rendered, drums, f.o.b. Chicago	12.75
Lard flakes, f.o.b. Chicago	12.50
Neutral, drums, f.o.b. Chicago	13.75
Standard shortening, N. & S. (del.)	17.25
Hydrogenated shortening, North & South, drums	17.50

WEEK'S LARD PRICES

	P.S. or D.R. cash tierces (Bd. Trade) (Mkt.)	Dry rend. loose tins (Open) (Mkt.)	Ref. in 50-lb. drums (Open) (Mkt.)
Mar. 25	8.95n	8.00	10.50n
Mar. 28	9.22n	8.25b	10.75n
Mar. 29	9.12n	8.37	10.75n
Mar. 30	9.25n	8.37	10.75n
Mar. 31	9.25n	8.37	11.00n

Note: add 1/2¢ to all prices ending in 2 or 7.
n-nominal, a-asked, b-bid

HOG-CORN

RATIOS COMPARED

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Mar. 26, 1960 was 13.5, the U. S. Department of Agriculture has reported. This ratio compared with the 13.8 ratio for the preceding week and 13.5 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.159, \$1.148 and \$1.213 per bu. during the three periods, respectively.

VEGETABLE OILS

Wednesday, March 30, 1960

	Crude cottonseed oil, f.o.b. Valley	9 1/2
Southeast	10n	
Texas	9 1/2 @ 9 1/2n	
Corn oil in tanks, f.o.b. mills	14	
Soybean oil, f.o.b. Decatur	8	
Coconut oil, f.o.b. Pacific Coast	17n	
Peanut oil, f.o.b. mills	16	
Cottonseed foots: Midwest, West Coast	13 1/4	
East	13 1/2	
Soybean foots, midwest	13 1/2	

OLEOMARGARINE

Wednesday, March 30, 1960

White domestic vegetable, 30-lb. cartons	22 1/4
Yellow quarters, 30-lb. cartons	24 1/4
Milk churned pastry, 750-lb. lots, 30's	23 1/2
Water churned pastry, 750-lb. lots, 30's	22 1/4
Bakers, steel drums, tons ..	16 1/2

OLEO OILS

Prime oleo stearine,	
bags	10½
Extra oleo oil (drums) ..	15½
Prime oleo oil (drums)	14½ @ 14½

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:

Mar. 25—May, 11.76b-78a; July, 11.86-87; Sept., 11.78; Oct., 11.69-70; Dec., 11.65-66; Mar., 11.70b-75a; May, 11.70b-75a; and July, 11.75b.
Mar. 28—May, 11.81; July, 11.93-92; Sept., 11.84b-88a; Oct., 11.73b-75a; Dec., 11.70b-72a; Mar., 11.77; May, 11.73b-79a; and July, 11.77b.
Mar. 29—May, 11.76; July, 11.87-86; Sept., 11.75b-78a; Oct., 11.69-68; Dec., 11.63; Mar., 11.72b-79a; May, 11.66b-75a; and July, 11.75.
Mar. 31—May, 11.85-86; July, 11.95; Sept., 11.80; Oct., 11.76; Dec., 11.65; Mar., 11.65b-75a; May, 11.70; and July, 11.79-77.

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, March 30, 1960

BLOOD

Unground, per unit of ammonia, bulk	5.25@	5.50n
DIGESTER FEED TANKAGE MATERIALS		
Wet rendered, unground, loose		
Low test	5.75n	
Med. test	5.50n	
High test	5.25n	

PACKINGHOUSE FEEDS

	Carlots, ton	
50% meat, bone scraps, bagged	\$77.50@	85.00
50% meat, bone scraps, bulk ..	75.00@	80.00
60% digester, tankage, bagged ..	80.00@	87.50
60% digester, tankage, bulk ..	77.50@	82.50
80% blood meal, bagged	105.00@	130.00
Steam bone meal, 50-lb. bags (specially prepared)	102.50	
60% steam bone meal, bagged ..	90.00	

FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia (85% prot.)	*5.00
Hoof meal, per unit of ammonia	16.75

DRY RENDERED TANKAGE

Low test, per unit prot.	1.45n
Medium test, per unit prot.	1.40n
High test, per unit prot.	1.30n

GELATINE AND GLUE STOCKS

Bone stock, (gelatine), ton		14.75
Cattle jaws, feet (non-gel), ton ..	1.50@	3.50
Trim bone, ton	3.50@	7.75
Pigskins (gelatine), lb.		6%
Pigskins (rendering) piece	7½@	12½

ANIMAL HAIR

Winter coll, dried, c.a.f. mid-east, ton	60.00
Winter coll, dried, midwest, ton	55.00
Cattle switches, piece	2@ 3½
Winter processed (Nov.-Mar.) gray, lb.	none qtd.
*Del. midwest, fdel. east, n-nom., n-asked.	

TALLOW and GREASES

Wednesday, March 30, 1960

Although some consumers entertained lower price ideas late last week, sellers held out for steady to fractionally higher prices, with some material changing hands at the lower basis. Bleachable fancy tallow sold at 5¼c, prime tallow at 5½@5½c, special tallow at 5½@5¼c, and yellow grease at 4½@5c, all c.a.f. Chicago. It was also reported that some exceptionally good grade special tallow traded at 5¾c, also c.a.f. Chicago. Choice white grease, all hog, sold at 6¾c, c.a.f. New York, with bids out for more.

Bleachable fancy tallow moved at 6½@6¼c, c.a.f. East, the outside price on high titre stock. In fair to good trading, edible tallow brought 7½c, f.o.b. River points, 7¾c, f.o.b. Denver and 8½c, c.a.f. Chicago. Original fancy tallow was bid at 6¼@6¾c, c.a.f. New York, and it was reported offered at 6½c. Choice white grease, all hog, was offered at 6¾c, c.a.f. Avondale, La.

As the new week got under way, a firmer undertone was evident on inedible tallows and greases, as offers continued on the light side. Stock that was available was held at higher prices. Bleachable fancy tallow sold at 5¼c, prime tallow at 5½c, special tallow at 5¼c, yellow grease early at 4¾c and later at 5c, all c.a.f. Chicago. Some B-white grease also sold at 5¼c, c.a.f. Chicago.

Edible tallow sold at 7½c, and later at 7¼c, f.o.b. River points. Edible tallow also sold at 8¼c, c.a.f. Chicago. Additional tanks of edible tallow changed hands at 8¾c, c.a.f. nearby northwest point, equal to about 8¼c, Chicago basis. Special tallow was bid at 5¼@5½c, and yellow grease at 5½c, c.a.f. New York. Inquiry was apparent on No. 1 tallow at 5c, c.a.f. Chicago.

The limited volume of offerings kept the market in a firm position at midweek, and a moderate trade was consummated at steady price levels. Bleachable fancy tallow sold at 5¼c, special tallow at 5¼c, No. 1 tallow and yellow grease at 5c, all c.a.f. Chicago. Edible tallow traded



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at 7¼c, f.o.b. River point. Special tallow was bid at 5¼c, and yellow grease at 5½@5¾c, c.a.f. New York, the outside price on low acid stock. Bleachable fancy tallow was bid at 6½@6¾c, and choice white grease, all hog, at 6¼c, also c.a.f. East.

TALLOW: Wednesday's quotations: edible tallow, 7¼c, f.o.b. River and 8¼c, Chicago basis; original fancy tallow, 6c; bleachable fancy tallow, 5¾c; prime tallow, 5½c; special tallow, 5¼c; No. 1 tallow, 5c; and No. 2 tallow, 4½@4½c.

GREASES: Wednesday's quotations: choice white grease, all hog, 5¾c; B-white grease, 5¼c; yellow grease, 5c; house grease, 4½@4¾c.

EASTERN BY-PRODUCTS

New York, March 30, 1960
Dried blood was quoted today at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.50@4.75 per unit of ammonia and dry rendered tankage was priced at \$1.25@1.30 per protein unit.

USDA Would Declare Heavier Cattlehides Surplus To Turkey

The U.S. Department of Agriculture will declare cattlehides of weights heavier than 50 lbs. to be surplus for the purpose of an authorization for \$3,150,000 worth to be shipped to Turkey, it has been reported. Lighter cattlehides are not to be declared surplus.

It was pointed out that the surplus designation applies only to an authorization for Turkey, which is under study by the International Cooperation Administration.

The decision presumably means that the ICA, if it authorizes the declaration of the heavier cattlehides surplus, will specify the United States as the source of the hides. For commodities not in surplus, ICA authorizations usually may be bought from "world wide" sources.

Turkey, it has been understood, wishes to be able to split the authorization whereby she could buy the lighter hides "worldwide" on the same authorization.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 406,722,000 lbs. in February. Of this volume, 183,273,000 lbs., or 45.1 per cent were shortening, and 119,802,000 lbs. or 29.5 per cent were salad or cooking oils. Shipments of margarine oils and/or fats totaled 103,647,000 lbs., or 25.4 per cent of the total February shipments.

CHICAGO HIDES

Wednesday, March 30, 1960

BIG PACKER HIDES: Late last week, a moderate trade took place at ½c advances over previous sales, but equal with the bids at midweek.

Over the weekend, a large producer obtained an additional ½c increase on several selections. Heavy native steers brought 15c River, and 15½c short freight points. Butt-brands moved up to 13½c and some Colorados sold at 13c. Heavy native cows sold at 17@17½c. Branded cows also sold at 15½c, for Northern production. Chicago native bulls sold at 13c. A car of St. Paul light native cows sold at 20½c, up ½c.

The market was quiet on Monday, with bids steady. Austin light native cows were bid at 21c and light native steers from the same points were bid at 22½c. On Tuesday, St. Paul light native cows traded at 21c, Milwaukee's at 21½c and Evansville's, some coolers included, brought 24c. Austin light native cows sold at 21c and light native steers sold at 22c. St. Joe light average branded cows sold at 16c and a car of Wichita's moved at 16½c. A car of Chicago branded cows sold at 16c. Branded steers sold at 13½c and 13c, respectively, paid for butts and Colorados. Fremont light average branded steers sold at 14c and 13½c.

At midweek, some Northern-River branded cows sold higher at 16c. Also, some long freight stock sold at 15½c and Southwesterns were pegged at 13½c nominal.

SMALL PACKER AND COUNTRY HIDES: A stronger undertone prevailed in both small packer and country hides. Locker-butcher 50/52-lb. averages and some 54-lb. averages were in demand this week at 15½c, with the market quoted at 15½@16c nominal at midweek. Straight 50/52-lb. renderers were nominal at 14½@15c. No. 3 hides were stronger at 12½@13c. Midwestern 50/52's were nominal at 18½@19c, while 60/62's moved at 15½@16c.

CALFSKINS AND KIPSKINS: The big packer calf and kip market was dull. Last sales of Northern light calf were at 55c for St. Paul and Milwaukee production. Northern heavy calf last brought 56c, with supplies available and 57½c was asked. River light and heavy calf were pegged at 52½c nominal. River kips last sold at 42½c, with overweights at 37½c. Large quantities were reported held at 38@39c. Small packer allweight calf was steady at 42@45c nominal, and allweight kips, mainly Southwesterns, were quoted

at 34@37c nominal. Country allweight calf ranged at 28@30c nominal and allweight kips were quoted at 23@36c nominal.

SHEEPSKINS: The shearing situation remained unchanged from last week. Northern-River No. 1's were quoted at 1.75@2.10, with Southwesterns held at 2.25 and slightly higher. Northern-River No. 2's were listed at 1.50@1.60, the outside on Southwesterns. No. 3's were pegged at .65@.75. Fall clips ranged at 2.65@3.00. Midwest wool pelts were quoted at 3.50@3.65. Asking prices on genuine lamb pelts were said to be around 2.65. Full wool dry pelts were easier at .23 nominal. Pickled skins moved mostly at 10.00 for lamb and at 12.00 on sheep.

CHICAGO HIDE QUOTATIONS

PACKER HIDES		Cor. date
Wednesday, Mar. 30, 1960		1959
Lgt. native steers ..	22½n	29 @ 29½n
Hvy. nat. steers ..	15 @ 15½	20 @ 20½
Ex. lgt. nat. steers ..	25n	32n
Butt-brand. steers ..	13½	17n
Colorado steers ..	13	16n
Hvy. Texas steers ..	13½n	17n
Light Texas steers ..	20½n	24n
Ex. lgt. Texas steers ..	23n	28n
Heavy native cows ..	17 @ 17½	22½ @ 23n
Light nat. cows ..	21 @ 22n	27 @ 30n
Branded cows ..	15½ @ 16½	13½ @ 14n
Native bulls ..	12 @ 13n	12½ @ 13n
Branded bulls ..	11 @ 12n	11½ @ 12½
Calfskins:		
Northern, 10/15 lbs.	56n	75n
10 lbs./down ..	55n	80n
Kips, Northern native, 15/25 lbs.	42½n	55n
SMALL PACKER HIDES		
STEERS AND COWS:		
60/62-lb. avg.	15½ @ 16n	21 @ 22n
50/52-lb. avg.	18½ @ 19n	25 @ 26n
SMALL PACKER SKINS		
Calfskins, all wts.	42 @ 45n	57 @ 60n
Kipskins, all wts.	34 @ 37n	42 @ 45n
SHEEPSKINS		
Packer shearlings:		
No. 1 ..	1.75 @ 2.10n	1.15 @ 1.35
No. 2 ..	1.50 @ 1.60n	.50 @ .60
Dry Pelts ..	.23n	.15 @ .16n
Horsehides, untrim.	10.50 @ 11.50n	10.50 @ 10.75n
Horsehides, trim.	10.50 @ 11.00n	9.75 @ 10.00n

N. Y. HIDE FUTURES

Friday, March 25, 1960				
	Open	High	Low	Close
Apr. ...	20.07	20.30	20.05	20.30b-.35a
July ...	19.85b	20.00	19.83	19.95
Oct. ...	19.40b	19.58	19.50	19.55
Jan. ...	18.80b	...	...	19.00b-.40a
Apr. ...	18.50b	...	...	18.50b-.80a
Sales: 44 lots.				
Monday, March 28, 1960				
Apr. ...	20.10b	20.65	20.45	20.65
July ...	19.85b	20.35	20.07	20.35-.25
Oct. ...	19.45b	19.89	19.89	19.80b-.95a
Jan. ...	18.75b	...	...	19.25b-.70a
Apr. ...	18.25b	...	...	18.75b-19.00a
Sales: 56 lots.				
Tuesday, March 29, 1960				
Apr. ...	20.55	20.67	20.55	20.67
July ...	20.18b	20.43	20.11	20.10b-.15a
Oct. ...	19.70b	19.85	19.70	19.60b-.70a
Jan. ...	19.15b	...	...	19.10b-.30a
Apr. ...	18.60b	...	...	18.50b-.75a
Sales: 44 lots.				
Wednesday, March 30, 1960				
Apr. ...	20.60b	20.65	20.12	20.24
July ...	20.05b	20.05	19.44	19.63
Oct. ...	19.50b	19.50	19.04	19.05b-.20a
Jan. ...	19.00b	19.10	19.10	18.60b-19.00a
Apr. ...	18.40b	...	...	18.10b-.70a
Sales: 95 lots.				
Thursday, March 31, 1960				
Apr. ...	20.48	20.48	20.30	20.28b-.40a
July ...	19.50b	19.78	19.58	19.63b-.70a
Oct. ...	19.05b	19.21	19.00	19.05b-.20a
Jan. ...	18.55b	...	...	18.60b-.90a
Apr. ...	18.00b	...	...	18.10b-.50a
Sales: 21 lots.				

THE NATIONAL PROVISIONER, APRIL 2, 1960

LIVESTOCK MARKETS...Weekly Review

Farmers Group Decides on Plan Of Withholding Cattle, Sheep Off Market To Force Prices Up

National Farmers Organization bargaining committees from seven midwestern states have decided on a plan to hold cattle and sheep off the market in an effort to force "on the hoof" prices upward.

More than 800 delegates attended a recent meeting in Des Moines and voted to set a "minimum acceptable price" of \$32.45 on Choice grade cattle and \$29.45 on Choice grade wool lambs at major midwestern livestock markets.

The "holding prices" were described as the minimum needed by farmers to cover operating costs and remain in business. The computation was made on the basis of corn at \$1.45 per bushel.

The bargaining committees, after considerable debate, decided to leave the "holding price" on hogs at \$19.60 which was set last fall, with a \$1 per bushel corn base.

A brief withholding action on hogs last fall was credited by the NFO with forcing prices upward.

Oren Lee Staley, NFO president, said a "holding action" on cattle and sheep would be launched in the near future. It will be a test action to determine the co-operation of farmers, the strength of the NFO and market reactions.

Corn Belt Hog Producers To Reduce Spring Sow Farrows by 13%; Sharpest Cut In S. Dakota

Corn Belt hog producers plan to reduce sow farrowings this spring by about 13 per cent, according to a U. S. Department of Agriculture survey. This was one of the sharpest cut-backs in spring farrowings in a long time. Intended spring farrowings number about 5,297,000 sows compared with 6,082,000 head last year. Cut-backs in farrowings ranged from 7 per cent in Ohio and Missouri to 28 per cent in South Dakota.

Reported breeding intentions indicate 2,324,000 sows to farrow in the 1960 summer quarter (June through August) for a 4 per cent decrease from 2,419,000 that farrowed in the same period a year earlier, but 21 per cent more than average.

SALABLE, TOTAL RECEIPTS AT 12 MARKETS

	CATTLE			CALVES		
	Salable Feb. 1960	Feb. 1959	Total Feb. 1960	Salable Feb. 1960	Feb. 1959	Total Feb. 1960
Chicago	182,052	161,152	193,507	803	1,274	803
Cincinnati	13,966	11,842	18,773	2,057	2,582	2,078
Denver	40,742	37,535	49,846	1,215	1,346	1,621
Fort Worth	21,394	16,408	29,083	7,288	4,328	11,165
Indianapolis	30,138	26,463	31,033	2,070	2,160	2,095
Kansas City	84,868	66,953	100,726	2,541	3,597	4,784
Oklahoma City	27,812	37,119	30,699	2,317	2,025	2,334
Omaha	157,183	133,628	163,213	1,374	2,271	1,502
St. Joseph	65,445	52,105	69,369	1,614	1,912	1,618
St. Louis NSY	59,935	47,990	62,188	8,125	7,586	8,342
St. Paul	116,307	100,500	122,557	4,580	4,482	4,875
S. St. Paul	82,665	71,464	89,260	34,021	32,334	36,279
Totals	882,507	763,159	960,254	68,005	65,897	77,496
Totals, February 1959:	826,242		cattle and	76,493		calves.

	HOGS			SHEEP & LAMBS		
	Salable Feb. 1960	Feb. 1959	Total Feb. 1960	Salable Feb. 1960	Feb. 1959	Total Feb. 1960
Chicago	152,818	180,461	158,142	38,706	48,086	45,091
Cincinnati	55,543	56,497	69,703	2,376	2,689	2,456
Denver	22,531	11,227	57,362	91,326	105,214	129,200
Fort Worth	10,676	9,684	28,914	33,917	39,808	53,975
Indianapolis	158,106	174,772	158,918	9,970	11,935	10,026
Kansas City	66,977	60,350	73,168	18,362	29,593	40,729
Oklahoma City	13,632	12,253	36,591	5,998	6,192	5,998
Omaha	194,157	186,542	278,130	62,168	61,576	77,488
St. Joseph	106,290	104,832	156,472	24,001	32,113	43,186
St. Louis NSY	266,623	245,604	273,536	20,068	15,781	20,317
St. Paul	157,994	173,874	190,688	48,067	36,612	53,980
S. St. Paul	244,816	244,814	279,672	52,663	43,892	76,022
Totals	1,450,163	1,460,710	1,761,296	407,622	433,471	558,468
Totals, February 1959:	1,791,703		hogs and	562,727		sheep and lambs.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, March 29 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.Y. Yds.	Chicago	Sioux City	Omaha	St. Paul
HOGS:					
BARROWS & GILTS:					
U.S. No. 1:					
180-200	15.25-16.75				\$15.50-17.00
200-220	16.25-16.75			\$16.50-16.85	16.75-17.00
220-240	16.00-16.60			16.50-16.85	16.75-17.00
U.S. No. 2:					
180-200	15.25-16.60	15.50-16.25			
200-220	16.00-16.60	16.00-16.25			16.25-16.75
220-240	16.00-16.25	16.00-16.25			16.25-16.75
240-270	15.75-16.35	15.50-16.00			
U.S. No. 3:					
200-220	15.75-16.00	15.75-16.00			15.75-16.00
220-240	15.75-16.00	15.65-16.00	15.75-15.85	15.75-16.25	15.75-16.00
240-270	15.25-15.85	15.50-16.00	15.35-15.65	15.75-16.00	15.50-15.75
270-300	15.00-15.50	15.00-15.85	14.75-15.25	15.75-16.00	15.25-15.50
U.S. No. 1-2:					
180-200	16.10-16.35	15.25-16.65	15.50-16.25	15.25-16.50	15.50-16.75
200-220	16.25-16.50	16.00-16.65	16.00-16.25	16.00-17.00	16.25-16.75
220-240	16.25-16.50	16.00-16.60	16.00-16.25	16.00-17.00	16.25-16.75
U.S. No. 2-3:					
200-220	15.75-16.25	15.85-16.25	15.75-16.00	16.00-16.25	15.75-16.25
220-240	15.75-16.25	15.75-16.25	15.75-16.00	16.00-16.25	15.75-16.25
240-270	15.25-16.10	15.65-16.25	15.50-15.85	15.50-16.25	15.50-16.25
270-300	15.00-15.50	15.25-16.00	15.00-15.50	15.25-16.00	15.25-15.50
U.S. No. 1-2-3:					
180-200	15.75-16.25	15.25-16.50	15.50-16.00	14.50-16.25	15.00-16.25
200-220	15.75-16.25	16.00-16.50	15.85-16.10	16.25-16.75	15.75-16.25
220-240	15.75-16.25	16.00-16.50	15.75-16.00	16.25-16.75	15.75-16.25
240-270	15.25-16.25	15.75-16.35	15.50-16.00	15.75-16.50	15.50-16.25
STOCKS:					
U.S. No. 1-2-3:					
180-270	14.50-14.75				
270-330	14.50-14.75			15.00-15.50	15.00-15.25
330-400	14.25-14.75	14.25-14.75	14.50-14.75	14.75-15.25	14.75-15.00
400-550	14.25-14.50	13.50-14.50	14.00-14.65	14.25-15.00	14.50-15.00
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
900-1100		30.00-32.00	28.75-31.00	29.50-30.50	
1100-1300		30.75-32.75	28.75-31.00	29.25-30.50	
1300-1500		29.50-32.75	28.50-30.50	29.00-30.25	
Choice:					
700-900	27.00-29.25		26.00-28.75		
900-1100	27.50-29.25	27.00-30.25	26.50-28.75	26.75-29.50	26.00-29.50
1100-1300	27.50-29.25	26.75-31.00	26.25-28.75	26.75-29.50	26.00-29.50
1300-1500	26.75-29.00	26.50-30.75	26.25-28.75	26.75-29.25	26.00-29.00
Good:					
700-900	23.50-27.50	24.00-27.00	23.25-26.50	22.75-27.00	24.00-26.00
900-1100	24.00-27.50	23.50-27.00	23.25-26.50	22.75-27.00	23.50-26.00
1100-1300	24.00-27.50	23.00-27.00	22.75-26.50	22.50-27.00	23.50-26.00
Standard,					
all wts.	21.00-24.00	20.50-24.00	20.00-22.75	19.75-23.00	19.50-24.00
Utility,					
all wts.	18.50-21.00	19.00-20.50	18.00-20.00	18.50-20.00	17.00-19.50
HEIFERS:					
Prime:					
900-1100		28.50-29.00	27.50-28.00	28.25-29.00	
Choice:					
700-900	25.75-28.00	26.50-28.50	25.50-27.50	26.00-28.25	25.50-27.00
900-1100	25.25-28.00	26.50-28.50	25.50-27.50	26.00-28.25	25.50-27.50
Good:					
600-800	23.50-25.75	23.00-26.50	22.00-25.75	21.75-26.25	23.00-25.50
800-1000	23.00-25.50	22.50-26.50	21.50-25.75	21.75-26.25	23.00-25.50
Standard,					
all wts.	19.00-23.50	20.00-23.00	19.00-22.00	18.50-21.75	18.50-23.00
Utility,					
all wts.	17.50-19.00	17.50-20.00	17.50-19.00	17.50-18.50	16.50-18.50
COWS, All weights:					
Commercial	17.00-18.50	17.00-18.75	17.00-18.00	17.00-18.50	17.00-17.50
Utility	16.50-17.50	16.25-18.00	15.75-17.50	15.25-17.00	15.50-17.00
Cutter	15.50-17.00	15.00-17.00	14.50-16.00	14.00-15.50	14.50-15.50
Canner	12.50-15.50	13.50-15.00	13.00-14.75	13.00-14.25	13.50-14.50
BULLS (Yrly, Excl.) All Weights:					
Commercial	20.00-21.50	20.50-21.50	20.50-21.50	18.50-21.50	18.00-20.00
Utility	18.50-20.00	19.00-21.00	20.00-21.50	18.50-21.00	18.00-21.00
Cutter	16.50-19.00	17.50-19.00	19.00-20.00	17.00-18.50	18.00-20.50
VEALERS, All Weights:					
Ch. & pr.	26.00-32.00	34.00		28.00	29.00-33.00
Std. & gd.	18.00-26.00	23.00-32.00		19.00-26.00	18.00-29.00
CALVES (500 lbs. down):					
Choice	24.00-26.00				23.00-25.00
Std. & gd.	16.00-25.00				18.00-23.00
SHEEP & LAMBS:					
LAMBS (110 lbs., down):					
Prime	22.50-23.00	22.25-23.25	21.50-22.50	22.00-22.50	22.00-22.50
Choice	20.50-22.75	21.50-22.50	21.00-22.00	21.00-22.00	20.50-22.00
Good	19.50-20.75	20.50-21.50	20.00-21.00	20.00-21.00	20.00-20.50
LAMBS (105 lbs., down) (Shorn):					
Prime	20.75-21.50	20.50-21.50			
Choice	20.00-20.75	20.00-21.00		20.50-21.00	
Good	19.50-20.25	19.50-20.00			
EWES:					
Gd. & ch.	7.00-8.00	7.50-9.00	5.50-7.00	6.50-8.50	6.50-7.50
Cull & util.	5.50-7.25	6.50-7.50	3.50-5.50	5.00-6.50	4.50-6.50

CORN BELT DIRECT TRADING

Des Moines, Mar. 30—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the U. S. Department of Agriculture:

BARROWS & GILTS: (Cwt.)			
U.S. No. 1, 200-220	\$15.75@16.50		
U.S. No. 1, 220-240	15.55@16.40		
U.S. No. 2, 200-220	15.80@16.25		
U.S. No. 2, 220-240	15.40@16.15		
U.S. No. 2, 240-270	15.10@15.95		
U.S. No. 3, 200-220	15.35@16.00		
U.S. No. 3, 220-240	15.15@15.90		
U.S. No. 3, 240-270	14.75@15.70		
U.S. No. 3, 270-300	14.30@15.20		
U.S. No. 2-3, 270-300	14.50@15.30		
U.S. No. 1-3, 180-200	14.50@16.05		
U.S. No. 1-3, 200-220	15.50@16.15		
U.S. No. 1-3, 220-240	15.35@16.05		
U.S. No. 1-3, 240-270	14.90@15.90		

SOWS:
U.S. No. 1-3, 270-300 14.35@15.40
U.S. No. 1-3, 330-400 13.85@15.15
U.S. No. 1-3, 400-550 12.85@14.60

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
Mar. 24 ...	65,000	92,000	41,000
Mar. 25 ...	57,000	54,000	46,000
Mar. 26 ...	36,000	22,000	40,500
Mar. 28 ...	62,000	65,000	69,000
Mar. 29 ...	62,000	64,000	65,000
Mar. 30 ...	60,000	60,000	50,000

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph, Tuesday, Mar. 29 were as follows:

CATTLE:	Cwt.
Steers, choice	\$26.00@28.25
Steers, good	23.50@26.00
Heifers, gd. & ch.	23.00@27.25
Cows, util. & com'l.	15.50@18.50
Cows, can. & cut.	13.00@16.00
Bulls, util. & com'l.	17.50@20.50

VEALERS:	Cwt.
Good & choice	25.00@30.00
Calves, gd. & ch.	22.00@25.00

BARROWS & GILTS:	Cwt.
U.S. No. 3, 220/240	15.75@15.85
U.S. No. 3, 240/270	15.50@15.85
U.S. No. 3, 270/300	15.25@15.50
U.S. No. 1-2, 180/200	15.50@16.50
U.S. No. 1-2, 200/220	16.25@16.75
U.S. No. 1-2, 220/240	15.75@16.85
U.S. No. 2-3, 200/220	15.75@16.00
U.S. No. 2-3, 220/240	15.75@16.00
U.S. No. 2-3, 240/270	15.50@16.00
U.S. No. 2-3, 270/300	15.50@15.75
U.S. No. 1-3, 180/200	15.00@16.25
U.S. No. 1-3, 200/220	15.75@16.50
U.S. No. 1-3, 220/240	16.00@16.50
U.S. No. 1-3, 240/270	15.75@16.25

SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	14.50@14.75
330/400 lbs.	14.00@14.75
400/550 lbs.	14.25@14.50

LAMBS:	Cwt.
Prime (Springs)	23.50
Gd. & ch. (old crop)	21.00@21.75

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, Mar. 29 were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$24.00@27.35
Steers, std. & gd.	19.00@24.00
Heifers, gd. & ch.	22.50@26.35
Cows, utility	17.00@18.00
Cows, can. & cut.	14.00@16.00
Bulls, utility	18.50@20.50

BARROWS & GILTS:	Cwt.
U.S. No. 1-2, 200/245	17.25@17.50
U.S. No. 1-3, 190/260	16.75@17.25
U.S. No. 2-3, 250/285	16.10@16.75

SOWS, U.S. No. 1-3:	Cwt.
300/375, No. 1-2	14.50@15.00
350/600 lbs.	12.25@14.50

LAMBS:	Cwt.
Ch. & pr. (wooled)	21.00@22.00
Gd. & ch. (shorn)	19.25@21.40

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis, Tuesday, Mar. 29 were as follows:

CATTLE:	Cwt.
Steers, ch. & pr.	\$26.00@30.00
Steers, good	24.00@26.00
Heifers, gd. & ch.	23.50@27.75
Cows, util. & com'l.	15.00@18.00
Cows, can. & cut.	13.00@15.50
Bulls, util. & com'l.	20.00@22.00

VEALERS:	Cwt.
Choice	33.00
Good & choice	29.50@32.50
Stand. & good	24.00@30.00

BARROWS & GILTS:	Cwt.
U.S. No. 1, 200/220	16.50@16.75
U.S. No. 3, 200/220	16.00@16.15
U.S. No. 3, 220/240	16.00@16.15
U.S. No. 3, 240/270	15.50@16.00
U.S. No. 3, 270/300	15.00@15.50
U.S. No. 1-2, 180/200	16.35@16.50
U.S. No. 1-2, 200/220	16.40@16.50
U.S. No. 1-2, 220/240	16.35@16.50
U.S. No. 2-3, 200/220	16.00@16.25
U.S. No. 2-3, 220/240	16.00@16.25
U.S. No. 2-3, 240/270	15.50@16.15
U.S. No. 2-3, 270/300	15.00@15.65
U.S. No. 1-3, 180/200	16.00@16.35
U.S. No. 1-3, 200/220	16.25@16.40
U.S. No. 1-3, 220/240	16.00@16.35
U.S. No. 1-3, 240/270	15.75@16.25

SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	14.75@15.00
330/400 lbs.	14.00@14.75
400/550 lbs.	13.50@14.50

LAMBS:	Cwt.
Ch. & pr. (wooled)	22.00@23.00
Gd. & ch. (wooled)	20.00@22.00

LIVESTOCK PRICES AT KANSAS CITY

Livestock prices at Kansas City, Tuesday, Mar. 29 were as follows:

CATTLE:	Cwt.
Steers, choice	\$25.50@28.50
Steers, good	23.75@26.00
Steers, util. & std.	18.00@24.50
Heifers, choice	25.00@27.75
Heifers, good	23.25@25.50
Cows, util. & com'l.	15.25@18.00
Cows, can. & cut.	12.00@15.75
Bulls, util. & com'l.	19.00@20.50
Vealers, gd. & ch.	24.50@31.00

VEALERS:	Cwt.
Good & choice	25.00@30.00
Calves, gd. & ch.	22.00@25.00

BARROWS & GILTS:	Cwt.
U.S. No. 1-2, 180/200	none qtd.
U.S. No. 1-2, 200/220	16.25@16.35
U.S. No. 1-2, 220/240	16.25@16.35
U.S. No. 2-3, 200/220	15.75@16.25
U.S. No. 2-3, 220/240	15.75@16.25
U.S. No. 2-3, 240/270	15.75@16.15
U.S. No. 2-3, 270/300	15.25@15.75
U.S. No. 1-3, 180/200	15.75@16.25
U.S. No. 1-3, 200/220	16.15@16.25
U.S. No. 1-3, 220/240	16.15@16.25
U.S. No. 1-3, 240/270	15.75@16.25

SOWS, U.S. No. 1-3:	Cwt.
270/330 lbs.	14.50@14.75
330/400 lbs.	14.00@14.50
400/550 lbs.	14.00@14.50

LAMBS:	Cwt.
Ch. & pr. (Springs)	22.00@23.50
Gd. & ch. (old crop)	20.50@21.50

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, Mar. 29 were as follows:

CATTLE:	Cwt.
Steers, gd. & ch.	\$24.50@27.00
Steers, std. & gd.	23.00@24.50
Heifers, choice	none qtd.
Heifers, std. & gd.	22.00@24.00
Cows, utility	16.00@18.00
Cows, can. & cut.	12.00@17.00
Bulls, util. & com'l.	20.00@21.00

VEALERS:	Cwt.
Choice	31.00@32.00
Good & choice	27.00@30.00
Calves, gd. & ch.	20.00@25.00

BARROWS & GILTS:	Cwt.
U.S. No. 1, 200/230	16.75
U.S. No. 1-2, 190/240	16.50@16.75
U.S. No. 1-3, 190/240	16.25@16.50
U.S. No. 2-3, 260/290	15.75@16.25

SOWS, U.S. No. 2-3:	Cwt.
300/400 lbs.	14.00
400/600 lbs.	13.00@13.50

LAMBS:	Cwt.
Ch. & pr. (wooled)	23.00@24.50
Gd. & ch. (wooled)	22.00@23.00

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended March 26, 1960 (totals compared), as reported by the U. S. Department of Agriculture:

City or Area	Cattle	Calves	Hogs	Sheep
Boston, New York City area ¹	11,845	11,311	48,732	35,556
Baltimore, Philadelphia	8,412	2,150	24,963	5,168
Cincy., Cleve., Detroit, Indpls.	18,679	4,424	138,409	11,433
Chicago area	17,258	7,156	37,270	3,442
St. Paul-Wis. areas ²	30,388	23,402	120,028	12,743
St. Louis area ³	10,989	1,995	90,722	3,654
Sioux City-So. Dak. area ⁴	22,064		90,166	13,530
Omaha area ⁵	32,946	236	85,666	10,932
Kansas city	12,982		41,204	
Iowa-So. Minnesota ⁶	29,966	10,844	284,813	28,796
Louisville, Evansville, Nashville, Memphis	6,790	5,710	64,027	
Georgia-Florida-Alabama area ⁷	7,136	2,490	36,886	
St. Joseph, Wichita, Okla. City	19,150	1,168	48,263	6,290
Ft. Worth, Dallas, San Antonio	9,219	3,384	20,876	17,341
Denver, Ogden, Salt Lake City	20,160	209	17,456	29,934
Los Angeles, San Fran. areas ⁸	25,625	1,646	26,291	28,226
Portland, Seattle, Spokane	7,295	237	15,999	3,792
GRAND TOTALS	290,904	76,452	1,191,771	210,837
Totals same week 1959	249,912	69,037	1,087,386	209,953

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Neb., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, and Thomasville, Ga., Bartow, Hialeah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 10 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended March 19 compared with same week in 1959, as reported to the Provisioner by the Canadian Department of Agriculture:

	GOOD STEERS		VEAL CALVES		HOGS ¹		LAMBS	
	1960	1959	Gd. & Ch.	1960	1959	Dressed	1960	1959
Toronto	\$21.50	\$24.93	\$35.00	\$34.88	\$19.40	\$24.00	\$23.40	\$20.43
Montreal	22.40	24.65	29.70	29.60	20.20	24.15	20.00	
Winnipeg	20.93	23.26	31.59	30.87	17.16	21.50	18.50	19.00
Calgary	19.95	22.75	21.50	25.70	16.37	20.60	18.30	16.20
Edmonton	19.60	21.80	29.00	30.30	16.25	20.60	17.50	16.00
Lethbridge	20.30	22.65	20.25	25.25	16.15	20.30	17.80	17.50
Pr. Albert	19.50	21.50	27.50	26.00	15.80	20.50	16.50	16.25
Moose Jaw	19.75	22.10	23.25	29.00	15.80	20.50		16.50
Saskatoon	20.00	22.10	29.00	29.50	16.10	20.50	17.50	16.75
Regina	19.50	22.00	28.00	30.25	16.45	20.50	16.00	

¹Canadian government quality premium not included.

SOUTHERN LIVESTOCK RECEIPTS

Receipts at six packing plant stockyards located in Albany, Columbus, Moultrie, Thomasville, Ga.; Dothan, Ala.; and Jacksonville, Fla., week ended March 26:

Week ended March 26	3,025	20,700
Week previous (six days)	3,234	20,684
Corresponding week last year	2,308	18,300

CANADIAN KILL

Inspected slaughter of livestock in Canada, week ended Mar. 19, compared:

	Week ended Mar. 19	Same week 1959
CATTLE		
Western Canada	17,546	15,067
Eastern Canada	17,749	15,630
Totals	35,295	30,697
HOGS		
Western Canada	67,716	83,415
Eastern Canada	72,223	79,074
Totals	139,939	162,489
All hog carcasses graded		153,264
SHEEP		172,918
Western Canada	2,428	3,559
Eastern Canada	2,633	2,560
Totals	5,061	6,119

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Mar. 26:

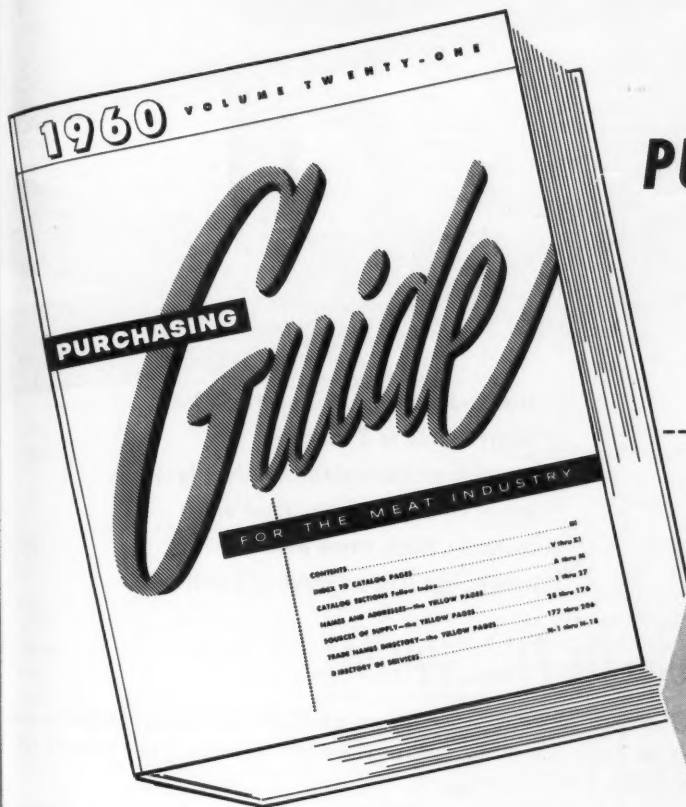
	Cattle	Calves	Hogs	Sheep
Los Ang.	3,000	400	650	600
N. P'tland	1,895	233	2,268	1,008
Stockton	1,100	200	950	350

LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, Mar. 25, with comparisons:

	Cattle	Hogs	Sheep
Week to date	216,000	341,800	98,400
Previous week	193,600	326,100	88,600
Same wk. 1959	196,400	319,200	96,500

566 PAGES OF PURCHASING INFORMATION



IN THE PURCHASING GUIDE THE “YELLOW PAGES” OF THE MEAT INDUSTRY

Your Guide Includes
The “Yellow Pages” of
The Meat Industry —
A Complete Directory of
Classified Buying Infor-
mation

246 Pages of Catalog-
type Information Giving
Detailed Information on
Products of Leading Sup-
pliers to The Meat In-
dustry

Refer to the “Yellow Pages” of the Meat Industry to determine who supplies the item you want. You will find virtually every one of the 2300 or more items you might use.

Those suppliers with bold face listings and a code following them present additional

product information in the various plant sections of the Purchasing Guide. Such information will help you make your purchasing decisions quickly and surely. Let your suppliers know how the Guide helps you.

USE YOUR PURCHASING GUIDE TO SAVE TIME

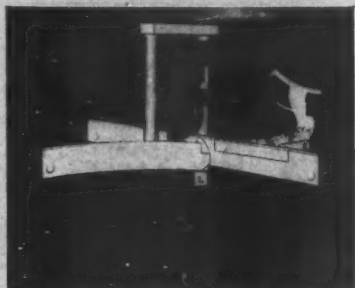
THE PURCHASING GUIDE FOR THE MEAT INDUSTRY

Provisioner

Don't lose man-hours
using inferior
switches.....

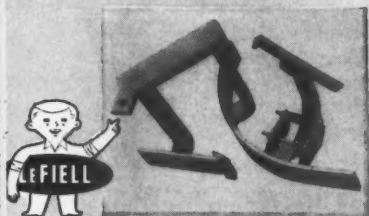
INSTALL LE FIELL ALL-STEEL SWITCHES *finest in the industry!*

Other Outstanding LE FIELL All-Steel Heavy-Duty Switches



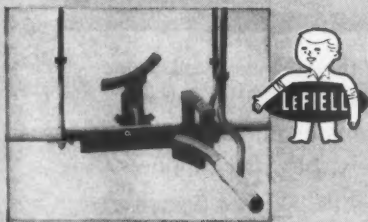
GEAR-OPERATED CONVEYOR SWITCH

For use with drop-finger systems. Built with extended heavy steel yoke which adequately clears conveyor chain and which holds switch in permanent alignment. Easy to install.



BLEEDING RAIL SWITCH

Same patented advantages as Le Fiell Gear-Operated Switch. Made of heavier construction for use with $\frac{1}{2}$ " or $\frac{3}{4}$ " x 3" rail and 14" hangers.



ROUND RAIL SWITCH

All-steel, all-welded, including curve bend. Permanent alignment because point is firmly held by heavy steel yoke. Easily installed. Works well with pipe rail or cold rolled steel.

FORGED STEEL TRACK HANGERS

Sturdy single heel-type, made of $\frac{1}{2}$ " x $2\frac{1}{2}$ " steel. Stocked in 9", 10", 10 $\frac{1}{2}$ ", 11" and 12" sizes. Slotted hole directly above track for bolting to beam, and three $\frac{3}{8}$ " holes for mounting track. A better hanger at a better price. See illustration upper right.

Illustrated is
Le Fiell All-Steel Gear-Operated Switch
Trouble-free and Rugged

Switch is always fully closed or fully opened. Safety stop moves into place on one track as the other is opened preventing dropped loads. NO maintenance problem.



- ① stub ends connect at 3 points to track
- ② easily bolted to 3 hangers
- ③ movable sections permanently aligned
- ④ heavy steel yoke forms rigid unit
- ⑤ complete track curve built in
- ⑥ hanger lips support track and switch

Built-In Alignment

No other switch has the advantage of **BUILT-IN ALIGNMENT**—an exclusive Le Fiell patented feature which assures you **YEARS OF TROUBLE-FREE SWITCHING**.

- No other switch is **SO EASY TO INSTALL** — you save **75% installation time**. No curves to bend, no fitting required, no holes to line up, no corner blocks needed.
- No other switch **COSTS YOU LESS** when you compare original cost, time saved in installation and uninterrupted service.
- No other switch is as **EASY TO USE**, with nothing to wear unevenly, nothing to break, no chance of dropped loads.
- No other switch carries a name as **RESPECTED IN SWITCH MANUFACTURING**.
- Don't buy any switch, buy Le Fiell, **THE FINEST SWITCH AVAILABLE**, and be ahead in **MONEY-SAVING PERFORMANCE** — without interruption.

Write today for catalog sheets 61, 62, 62A, 62B, 63 and 64 describing all these superior Le Fiell switches.

If it's a
**LE FIELL
ALL-STEEL
SWITCH**
it's the finest!



1481P Fairfax Avenue, San Francisco 24, Calif.

LE FIELL—THE MOST RESPECTED NAME IN SWITCHES

The Meat Trail...

Iowans Are Trying to Repeat Hog Plant Feat for Beef

Residents of Crawford County, Ia., who put up \$297,000 in 1957 to establish a hog slaughtering enterprise in Denison, are being asked to show the same faith in beef.

A campaign to sell \$300,000 worth of \$100 preferred shares in the newly-organized Iowa Beef Packers, Inc., was launched last week.

The new firm proposes to construct a \$750,000 beef plant near Denison, with operations to begin by next January 1. The plant would employ 200 persons and have a daily capacity of 800 cattle.

Co-chairmen of the stock campaign are WALTER MORRISON and Dr. ROBERT LOGAN. A. D. (ANDY) ANDERSON, who initiated the hog slaughtering project, also is active in the beef plant campaign. In addition to the locally-raised funds, a \$350,000 loan will be requested from the Small Business Administration.

"A farmer a day is moving away—build a plant and let him stay" is one of two slogans for the current campaign. The other is "Crawford County has done it once and can do it again."

The hog slaughtering enterprise started in 1957—Crawford County Packing Co.—was sold a year and a half later to Consumers Co-operative Association of Kansas City, Mo. The stockholders received \$662,000, for a capital gain of 123 per cent. The CCA-owned plant recently hit an all-time weekly high of 10,679 hogs processed. GENE FRYE, plant manager, said the record was set the last week in February despite adverse weather. Twenty carloads of carcasses were shipped to New York outlets and 27 loads were shipped to Los Angeles.

Brickman Brothers Elected Morrell Vice Presidents

The board of directors of John Morrell & Co., Chicago, has elected three new officers.

C. J. BRICKMAN, manager of the company's Chicago plant operated as the Illinois Meat division, and ROGER E. BRICKMAN, manager of Morrell's grocery products division, were elected vice presidents. The Brickmans are brothers.

HENRY W. HAHN, manager of the industrial relations department, was elected an assistant vice president. All other officers of the company were re-elected by the board.

Needham to Receive Award For Work to Improve Hides

LLOYD L. NEEDHAM, vice president and general manager of Sioux City Dressed Beef, Inc., Sioux City, Ia., will be the first packer to receive the "Medal of Merit" award of the National Hide Association for his outstanding work on behalf of the hide industry, JOHN MINNOCH, executive director of the NHA, announced.



LLOYD L. NEEDHAM

The presentation will be made by ABE DRASIN, Wolverine Hide Co., Grand Rapids, Mich., chairman of the award committee, on April 30 at Colorado Springs, Colo., during the NHA annual spring convention.

The award is being presented for Needham's leadership in furthering the quality improvement of hides. He is credited with being the inventor of the hide washing technique and being among the first meat packers to adopt the hide fleshing technique. He also has explored and investigated the various methods offered to improve hide curing pro-

cedures. Needham is a vice president of the National Independent Meat Packers Association and serves as co-chairman of the association's beef and hides committee.

JOBS

The appointment of JOSEPH A. BUSCEMI as director of marketing operations for Stark, Wetzel & Co., Inc., Indianapolis, has been announced by GENE TURNER, executive vice president. Buscemi, a vice president of the company, formerly was in charge of the beef division. In his new post, he will direct all operations regarding marketing, advertising, public relations, merchandising, promotion, market research and credit. Buscemi joined Stark, Wetzel as a salesman in 1950. He was elected vice president in charge of the beef division in 1958.



J. BUSCEMI

Little Rock Packing Co., Little Rock, Ark., has elevated LESTER HOBBS to vice president in charge of sales and J. L. CHESHIRE to secretary



SECOND MID-PACIFIC Conference of Western States Meat Packers Association in Honolulu was well worthwhile in the opinion of the 45 persons who attended, reports E. Floyd Forbes, WSMFA president and general manager, who accompanies group shown above. At first session of conference, Prof. Oliver Wayman, head of department of animal husbandry at University of Hawaii, covered agricultural economy of Hawaiian Islands, particularly in relation to livestock and meat. James Shoemaker, vice president of Bank of Hawaii, addressed second session on general economy of the islands and present explosion of population, tourists and building. "There is no doubt that there are many opportunities in the islands for our industry for those who have the pioneering courage necessary to invade this market," Forbes points out. The WSMFA group's trip to the big island of Hawaii also was very educational, he says, particularly the visit to the huge Parker Ranch.

and treasurer, JOE FINKBEINER, president, announced. With the company 14 years, Hobbs has been sales manager for the past two years. In addition to his duties as vice president in charge of sales, he also will be a direct assistant to the president, with responsibility for general sales management, new product development, quality control and new package design. Cheshire, who has been with the company for two years, will co-ordinate all fiscal operations with the president in his new post. He also will serve as a member of the board of directors.

C. J. KAMIS has been named superintendent of plant operations at Iowa Packing Co., Des Moines, a division of Swift & Company, succeeding MERRILL M. WOLF, who retired after 41 years of service. Kamis formerly was superintendent at the Swift plant in Harrisburg, Pa.

PLANTS

City commissioners of Dayton, O., have authorized issuance of a building permit to The Sucher Packing Co. for a \$750,000 modernization program at the firm's plant at 400 N. Western ave., Dayton. ROBERT A. FLYNN, city planning director, said the plant now employs about 450

persons and the proposed expansion will add another 150 employees. In asking commission approval of the project, Flynn noted that about \$35,000 of the amount will be spent for hog and cattle pen construction on a two-acre tract that lies on a contemplated highway right-of-way, and the city may have to purchase and raze those facilities in eight to

10 years. The remainder of the amount will be used for renovation and expansion of the existing plant, outside the highway route.

A fire at Fritts Packing Co., Lexington, Ky., caused damage estimated at \$2,500 to \$3,000.

A new meat packing firm to be known as Henderson County Trad-



WARM AND FRIENDLY reception received by seven-man delegation of Russian meat packing experts wherever they went during three-week tour of U. S. plants "has been our greatest impression," said Dr. Nikolai A. Petrov, spokesman for group, in summing up visits that began March 10 with stop at The Rath Packing Co., Waterloo. Group also visited Iowa State University at Ames and plants in Des Moines, Sioux City, Omaha and Chicago. A non-scheduled stop at Table Supply Meat Co., Omaha, was arranged after the Russians, impressed by Omaha steaks, asked to see how they are cut and processed. Lester Simon, president of the purveying firm, said the visitors impressed him during tour of his plant with their thirst for knowledge in all phases of operation. They were interested particularly in cutting methods and in process for ageing meat in impervious bags. Top photo shows group outside Table Supply Meat Co.; Russians are wearing dark overcoats. Dr. Petrov is third from left. Other Russians are N. A. Meliknov, N. F. Alexseev, A. K. Iskandarian, V. N. Bezverkhni, A. P. Sheffer and A. F. Savchenko. Group was accompanied by Dr. William L. Sulzbacher, chief of USDA meat laboratory at Beltsville, Md., and Curtis Kamman, State Department interpreter. Bottom photo shows Lester Simon (left) explaining packaging method used by his firm in ageing meat. Delegation of Americans, including Dr. Eugen Wierbicki, Rath research scientist, will visit Russian plants next summer.



PRODUCTION MANAGER

Do you have an experience record in the food industry to qualify now for a top-level operations responsibility with a well-known, successful-growth company in meat processing, headquarters in New York? If so, send us your complete resume with salary requirements for prompt consideration and possible personal interview.

You should have a college degree, with more than 5 years diverse responsibility as a Manager in producing a variety of food products.

All information held in strictest confidence. Our staff knows about this position.

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527 Madison Avenue
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MAPPING WESTERN itinerary in Chicago office of The National Provisioner are Hideo Nakajima (right), manager of quality control, Takegishi Live Stock Industrial Co., Ltd., Osaka, Japan, and Franz-Joseph Weiler (left), sausage superintendent, aided by William K. Murray, NP advertising manager. Weiler, who received his sausage manufacturing training in Germany, recently joined the Japanese firm, which is opening new sausage department. Visitors toured meat plants in Baltimore, Washington, D. C., and New York City before Chicago stopover on journey west.

ing Co. expects to begin construction of a 3,000-sq.-ft. plant this month on a 60-acre tract near Athens, Tex. JOHN ROGERS, president of the company, said the plant will have an initial cost of \$75,000 to \$100,000 and will employ six to eight persons. The building is designed to permit expansion as operations increase. The plant will handle about 30 head of cattle and 30 hogs daily at the outset, the president said. Rogers also is vice president and general manager of Anderson County Land and Cattle Co. PARKER GIBSON, formerly with a Galveston packinghouse, will manage the new Athens plant.

P & H Packing Co. has applied to the city board of zoning adjustment in Dallas, Tex., for permission to build a one-story, 27- x 44-ft. masonry cooler at its Jim Miller rd.-Highway 175 location. The firm operates in that area as a nonconforming use since it was operating before annexation and subsequent zoning of the area by the city. A. H. HAMMER is a partner in the firm.

TRAILMARKS

Newly-elected officers of the Associated Meat Jobbers of Southern California are: president, MAX MERLIN, Trojan Meat Co., Los Angeles; vice president, JOSEPH H. AROUH, West Coast Meat Co., Inc., Alvarado, and treasurer, I. A. PETERSON, Armour Hotel Supply Co., Los An-

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WERNER AIR OPERATED HAM BOILER PRESS



This air-operated Ham Boiler Press makes older "pinch bar" method and foot-pedal machines obsolete. Mounts on wall, post or on a portable base; operates at a touch of the knee or foot controls. Pressure control adjustment gives uniform pressure on boiler contents. Fast, positive boiler closures; works equally fast in releasing lids without damage. Priced reasonably; write for details.

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BLAST IT CLEAN WITH

HIGH PRESSURE STEAM!

Electro-Magic MOTOR STEAM CLEANER

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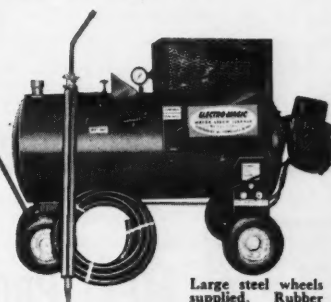
\$329⁰⁰

FOB Factory

IDEAL FOR HUNDREDS OF CLEANING JOBS IN PACKING HOUSE.

CLEAN AND STERILIZE WALLS AND FLOORS INSTANTLY.

CLEAN AND KILL BACTERIA ON MEAT CUTTING EQUIPMENT.



Large steel wheels supplied. Rubber tires extra.

UP TO 100 LBS. of Steam Pressure All Day Long.

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PAYS FOR ITSELF. One Unskilled Laborer Can Operate.

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OVER 20,000 Electro - Magics now in use. Guaranteed for Life.

HOT WATER Rinse Attachment on every Electro-Magic.

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ELECTRO-MAGIC MOTOR STEAM CLEANER

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- ☐ Please arrange demonstration.
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geles. **ELLEN FAULKNER** was re-elected executive secretary.

Oklahoma Packing Co., Oklahoma City, paid an all-time high of \$6.10 a pound for the grand champion hog of the Oklahoma 4-H and FFA Livestock Show. The 230-lb. Hampshire was shown by **FRED COPUS** of Carnegie, Okla.

Southland Provision Co., Orangeburg, S. C., has named Cargill, Wil-son and Acree, Inc., of Richmond, Va., and Charlotte, N. C., to handle its advertising. **J. O. HOFFMAN**, vice president and general manager of Southland, announced. Southland

Provision Co. distributes its numerous meat products under the brand name of "Azalea."

John Morrell & Co., Ottumwa, Ia., conducted a two-day school for mink food suppliers. Directed by **Dr. W. L. BROWN**, assistant director of laboratory research for Morrell, the school included a short course in bacteriology and also covered latest studies in mink nutrition.

Leo's Quality Foods, Los Angeles, has been named Robinson, Fenwick & Haynes as its advertising agency. **PERRY N. ROWE**, executive vice president and general manager of the

meat processing firm, announced. Leo's manufactures five varieties of sliced meat, which are distributed on the West Coast and east to New Orleans and Kansas City.

HENRY ADLAM, a principal figure in the development of Patrick Cudahy Inc., Cudahy, Wis., retired



HENRY ADLAM

April 1 after 44 years with the firm. Adlam, known to meat brokers throughout the country, started as an office clerk in 1916 and rose through the ranks to become secretary in 1954. He was elected vice president in charge of pork provision in 1956. A year later he was named to the board of directors, a position he held for a year and a half. In the interim, he served as manager of pork provision and manager of brand house sales. The 65-year-old Adlam said he will begin his retirement with a long vacation traveling through the South and West with his wife, **DORIS**. On March 31, the company honored him with a banquet and presented to him an engraved watch as a token of appreciation for his long service.

DEATHS

Miss EVELYN PARKER, executive vice president of Parker House Sausage Co., Chicago, died March 25. She and her brother, **J. H. PARKER**, president and general manager, established the company in 1921 and made it one of the world's largest Negro owned and staffed meat processing firms.

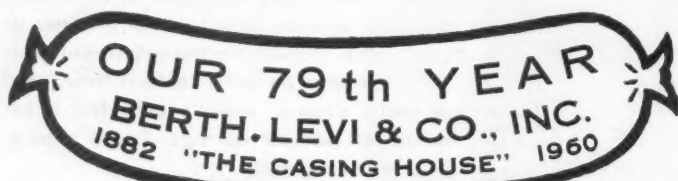
GEORGE G. DUNN of Dunn Bros., Albany, N. Y., died recently.

JOHN E. WILLRICH, 69, former wholesale meat distributor in Erie, Pa., died in Tucson, Ariz., where he moved after his retirement about 12 years ago.

Sir THOMAS ANDREW DUNCAN, one of the first members of the New Zealand Meat Board and its chairman from 1935 until his retirement in 1945, is dead. He was knighted in 1951.

A. R. DIEHL, SR., 61, of Memphis, a retired superintendent for The Cudahy Packing Co., was drowned in a Mississippi River slough when a boat from which he and his son, **RAY**, were fishing capsized. The son was rescued. Diehl worked for Cudahy in Memphis for 35 years.

THE NATIONAL PROVISIONER, APRIL 2, 1960



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SMOKESTICKS

Made from 18-8 stainless steel for all purposes, from cocktail sausages to heaviest hams, one size stick does the job for any weight product. Easy to clean, will not sag, warp, pit or corrode. 1 1/4" wide by 1" high in any length.

Write for new full line catalog

SMALL METAL PRODUCTS

DIVISION OF BEACON METAL PRODUCTS

2632 S. SHIELDS

CHICAGO 16, ILLINOIS

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Count address or box numbers as 8 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

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HELP WANTED

EXPERIENCED SALESMEN

WANTED: A man to cover Missouri, Kansas and Nebraska. Also a man for the state of Wisconsin. Full line of spices, seasonings, binders, cures, locker, market and packinghouse equipment and supplies. Man selected must live in area. Territory well established. Liberal draw against commission. W-159, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER: Southeastern plant, slaughterer and processor. Requires experienced industrial engineer to take charge of incentive program, production planning and layouts. Permanent position for the right man. W-156, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Handling maintenance equipment to dairy, meat packing or institutions field. To represent our well established and nationally advertised products. Cold storage doors, air operated devices for doors, heavy duty hardware, gaskets and hinges, refrigerated truck curtains and freezer door curtains. P. O. Box #163, Reading, Ohio.

EXPERIENCED: Sausage working foreman wanted for growing concern in Connecticut. Excellent opportunity. All replies confidential. W-157, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

PLANTS FOR SALE

FOR SALE OR LEASE: Modern one story food processing plant. Fully equipped for processing smoked sausage and various other items. Completely remodeled in 1958. Located in heart of smoked sausage country in gulf coast city of 70,000. Sales over \$500,000 last year and a real hustler can make a good go of it with this initial start. We will be glad to let you inspect the books for the last five year operation. If interested, contact immediately. FS-143, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

RENDERING PLANT: With seven acres of land on U. S. highway 51. Two deep wells, dwelling house. No other such plant within 100 miles. Write or call

ROBINSON BROTHERS PACKING CO. Batesville, Miss.

SMALL PACKINGHOUSE: For sale. In business 80 years. Located in the hub of Michigan. Comparatively small investment. Write SCHWINGER & ASSOCIATES, 7070 Holland Ave., Saginaw, Michigan.

EQUIPMENT WANTED

WANTED: Used—Model SL Urschel Dicer. Give price and details. THE SMITHFIELD HAM & PRODUCTS Co., Inc., Smithfield, Virginia

WANTED: 600 lb. vacuum mixer. Must be in good condition and preferably located in the Chicago area. KERBER PACKING CO. P. O. Box 78, Elgin, Ill.

WANTED: Good used small hog de-hairer and gas fired jacketed lard kettle. HERRIN PACKING COMPANY, P. O. Box 133, Herrin, Illinois.

WANTED TO BUY: Used Globe double clip Exact-O Clipper, Model 13870, BRIDGFORDD PACKING COMPANY, 1308 N. Patt St., Anaheim, Calif.

WANTED: INSULATED TRUCK BODIES 8 to 11 feet long. EW-144, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Boss chopper, 375#, second hand. Write Post Office Box 567, Scranton, Pennsylvania.

THE NATIONAL PROVISIONER, APRIL 2, 1960

EQUIPMENT FOR SALE

THE LAZAR COMPANY

(Cy Lazar)

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MACHINERY FOR MEAT PACKERS—

RENDERERS—SAUSAGE PROCESSORS

and ALLIED FOOD INDUSTRIES

NEW AND RECONDITIONED EQUIPMENT

STUFFER—Boss 200 lb., one stainless stuffing valve, 4 years old, like new, stuffing tubes and air piping \$850.00
STUFFER—Randall 200 lb., two stainless stuffing valves and stuffing tubes with air piping 850.00
STUFFER—Randall 500 lb., stainless valves and tubes with air piping, late model. Excellent condition 1450.00
STUFFER—Randall 100 lb., stainless stuffing valve and tubes with air piping 575.00
MIXER—Randall 200 lb. cap., heavy duty with 2 HP, 3 phase motor. New machine . . . 895.00
GRINDER—Hobart #22 stainless steel head and feedtray with ¾ H.P., single phase motor "Black Beauty" 250.00
STUFFING TABLE—Stainless 14 ft., 14 ga. 46" wide, new table with galv., pipe legs 290.00
All offers subject to prior sale and confirmation
Write or phone:

R. T. RANDALL & CO.
41 N. 2nd Street
Philadelphia, Pa.

Market 7-1816

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T. G. KOPLOCK & CO. INC.

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FOR SALE: 1—Loher & Sohne Kolloroid MIII-60 cycle-3 phases-12.2 H.P. 1—B 52-3 phase 5 H.P. Butcher Boy Grinder. 1—B 42-3 phase 3 H.P. Butcher Boy Grinder. All brand new. Reasonably priced. FS-160, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

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All Models, Rebuilt, Guaranteed

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BARLIANT'S WEEKLY SPECIALS

We list below some of our current offerings for sale of machinery and equipment available for prompt shipments.

Current General Offerings

Sausage & Bacon

2424—BACON FORMING PRESS: Anco #800, 9 slabs/min., 7½ HP. motor \$2,750.00
2374—FROZEN FOOD SLICER: GEMCO mdl. 5-16, stainless steel, 3 HP. mtr. \$2,000.00
2532—FROZEN FOOD CUTTER: GEMCO mdl. 16-24, little used, excellent condition \$1,150.00
2314—VACUUM MIXER: Buffalo #4-A, 1000#., 10 HP. mtr., air tilt \$1,150.00
2457—MIXER: Hobart mdl. 601, 1 HP. \$ 125.00
2472—STUFFING TABLES: (3) stainless steel top, 2—58" x 13" long, 1—58" x 14" long ea. \$ 145.00
2474—CONVEYOR TABLE: stainless steel top, 42" x 25" long, 12" wide belt \$ 195.00
2454—HAM MOLDS: (83) Adelman #6-0, stainless steel, 12½" x 6¾" x 5¼", w/lids ea. \$ 12.50
2447—BAKE PANS: (255) 4#, stainless steel, 9" x 4¾" x 3¼" ea. \$ 2.00
2450—CHILI PANS: 1#, stainless ea. \$ 1.00
2332—HAM & BACON TRUCKS: (30) Globe #7283, RT & steel wheels, newly regval. ea. \$ 65.00
2333—HAM & BACON TRUCKS: (15) Globe #7281, shallow, 60"x35"x8½" D, 20" RT wheels, ea. \$ 50.00
2536—HIGH END HAM & BACON TRUCKS: (6) stainless steel ea. \$ 125.00
2330—PAN OR TRAY TRUCKS: (14) similar Globe #7290, 57½" x 38" x 67½" high, 2 RT load wheels, 1 RT caster, newly regval. ea. \$ 95.00

Rendering & Lard

2544—CURB PRESS: Globe 500 ton, w/Worthington Elec. Pump, 50 HP. mtr. \$4,850.00
2549—CURB PRESS: Anco #614, 150 ton, with Anco #618 elec. Hydraulic Pump, 14" piston \$3,250.00
on foundation \$3,250.00
2571—COOKERS: (2) 5 x 16", 30 HP. \$2,500.00
2572—COOKER: (6) 5 x 16", 30 HP. ea. \$1,750.00
2570—BLOOD DRYERS: (2) 5 x 16", 30 HP. direct drive ea. \$2,500.00
2573—DIAMOND HOG: Globe mdl. 38, 50 HP. motor \$2,250.00

Miscellaneous

2489—PORTABLE FREEZER: Annapolis Yacht Yard Sectional, 8' x 6' x 8½" high, 8" insulation, aluminum armorply construction interior & exterior, with Copeland water-cooled Condensing Unit—on foundation \$2,750.00
2470—BAND SAW: Jones-Superior mdl. 51-T, 30" wheel for Dry Ice \$ 675.00
2327—TRIPLE SCALDER & WASHER: Winger Mfg. Co. 36" dia. x 94" long, 7½ HP. mtr. \$ 895.00
2445—VAT DUMPER: Langsankamp, hyd. \$1,500.00
2441—AIR COMPRESSOR: Ingersoll-Rand, 1 HP. motor \$ 125.00
2315—HOIST: Shephard Niles, 1 ton, elec., 4 HP. mtr. 77" at 50 fpm. \$ 125.00
2321—PACKAGING MACHINE: Cry-O-Vac, w/mdl. #FVC-E-12 Clip Applicator & Vac. Pump. \$ 425.00
2444—CODE DATERS: (2) Kiwi ea. \$ 125.00
2459—PEELER: Hobart mdl. 601SP, 1 HP. \$ 250.00
2442—ICE CRUSHER: Little Giant mdl. DYP9 ¾ HP. motor \$ 75.00
2440—STEAM CHEF: stainless steel \$ 85.00
2446—EXACT WEIGHT SCALES: (21) mdls. 213, 253 & 273—Over & Under ea. 85.00
2328—KETTLE: Cherry-Burrell mdl. VA-50, 50 gal. cap., stainless steel \$ 250.00
2446—KETTLE: Groen N40, stainless, 40 gal., jktd, 24" dia. x 26" deep, 40# WP \$ 250.00

7—5 x 16" Globe Cookers, latest style, only a few years old, fully jacketed, 30 HP. motors.
3—Anderson RB Expellers.
Just released for Sale—Chicago Area.

All items subject to prior sale and confirmation
• New, Used & Rebuilt Equipment
• Liquidators and Appraisers
WRITE FOR FULL PARTICULARS
1631 S. Michigan Ave., Chicago 16, Ill.
Wabash 2-5550

BARLIANT & CO.

CLASSIFIED ADVERTISING

[Continued from page 57]

POSITION WANTED

MANAGER

Twenty six years' practical experience covering all phases of packinghouse management and operations, livestock buying through sales. Ability to assume full responsibility and give efficient operation with maximum profits. Will consider salary or profit sharing arrangement. W-145, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE-GENERAL MANAGER

Young man (35) desires opportunity to associate with aggressive, independent meat packer, as general manager or in executive position. College trained, working knowledge of all phases. Available after June 1st. W-149, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE SUPERINTENDENT: German background, with master certificate. Familiar with all operations in sausage production. Also in smoked meats and canned meats. Experienced and dependable. Desires a steady job under good working conditions. W-150, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE SUPERINTENDENT: Experienced man available for west coast, south or southwest. Capable of handling from 50,000 lbs. to 100,000 lbs. operation per week. W-136, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MEAT SALESMAN: Following among chains, wholesalers and hotel supply houses, metropolitan New York area. Seeks offerings commission basis. W-148, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

BEEF MAN: 25 years' experience, top sales, grade, tag. If it has to do with beef coolers, I can handle. Available April 1st. W-147, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHIEF ENGINEER: Wide experience in all phases of packinghouse maintenance, refrigeration and construction. W-151, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

16 YEARS' EXPERIENCE: In all phases of meat packing. Married, 33 years of age, presently employed. Desires position with chances for advancement. W-152, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

ASSISTANT SUPERINTENDENT

Progressive midwest Beef Packer is looking for an experienced, capable man, under 40, to handle assistant's job and supervise certain activities in the slaughter and beef boning departments. Must have thorough knowledge of beef operations and know boning cuts and yields. Must have ability to supervise 100 or more men and potential to become plant superintendent in a few years. Wonderful future and good salary for the right man. Write giving full particulars in first letter. W-138, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

DO YOU HAVE: Contacts for the sale of a full line of meat products of a U. S. government inspected sausage factory? We have increased our productive capacity 100% and are now in the market for a man with sales potential commensurate with our ability to produce. Your compensation will be based on your ability to produce sales for us. This is a splendid opportunity for the right man. All applications will be held in strict confidence. Reply to Box W-153, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

RESIDENT SALESMAN: To handle top equipment line in New York, New Jersey, Pennsylvania and neighboring areas. Packinghouse experience essential. Salary commensurate with background and ability. Reply to Box W-56, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SAUSAGE MAKER: Boston area. Ability to assume production responsibility. Profit sharing plan. W-142, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HELP WANTED

OPPORTUNITY: For aggressive salesman with following in sausage plants in Texas, Louisiana, Mississippi, Arkansas and Oklahoma, to sell spices, seasonings, binders and specialty items for old established progressive house. Excellent earning potential with liberal drawing for ambitious man. Sideline would be considered. W-154, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SLAUGHTER HOUSE OPERATOR: Need an experienced man to take complete charge of our small, modern, sanitary, N. Y. state inspected slaughter department. Must have background in buying and selling of boning cattle and calves. Good salary and incentive to the right man. All replies confidential. W-155, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

ASSISTANT SALES MANAGER

Well known New England meat processing house has important opening for experienced sales executive, capable of supervising route and primary account salesmen. W-139, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

EXPERIENCED: Young man to be assistant plant manager in large hog slaughtering operation in the east. Must be familiar with all phases of hog slaughtering, cost control and personnel management. Excellent opportunity for ambitious young man. All replies strictly confidential. W-120, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MANAGER WANTED: Aggressive growing hotel restaurant meat purveyor seeks plant manager capable of assuming full charge of cooler operation. Must be able to teach and guide butchers, fully understand buying and portion control operation. Chicago area. Write Box W-140, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INTERNATIONAL DIVISION: Of large American meat packer requires young man with some packinghouse experience and some knowledge of export and import routine. W-123, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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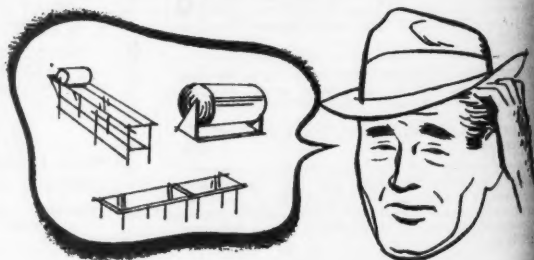
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THE NATIONAL PROVISIONER, APRIL 2, 1950

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